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# International Commerce

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THE PATENT OFFICE LONDON

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UFFICIO CENTRALE DEI BREVETTI per Invenzioni, Modelli e Marchi

**guide to patent systems in 125 nations around the world**

# International Trade Winds

## Company News

AUTOMOTIVE ACCESSORIES—Automatic Radio International, Melrose, Mass., opened a central sales and distribution warehouse serving Western Europe. Automatic Radio International (Europa) S.A., Chiasso, Switzerland, will distribute its auto stereo equipment and auto accessories of other firms. Automatic Radio International has 160 manufacturing licensees throughout the world.

BUSINESS MACHINES—Itek Business Products, Rochester, N.Y., division of Itek Corp., Lexington, Mass., opened a branch office in Milan serving Southern Europe to sell Itek's offset platemaking and photocopying equipment. Earlier, a European headquarters was opened in Duesseldorf and another branch began operations in Stockholm. This month a new Tokyo office will function as headquarters for Far East business.

PAPER MAKING—W. R. Grace & Co., New York, licensee of Clupak, Inc., N.Y., has equipped three kraft paper machines to produce extensible paper in Peru. The latest unit, installed at the Cia Paperla Trujillo S.A.—Trupal, near Cartavio, will have a rated capacity of 1500 feet of paper per minute.

BANKING—Marine Midland Overseas Corp., wholly-owned subsidiary of Marine Midland Banks, Inc., New York, has acquired a 15% interest in Burkhardt & Co., Essen, Germany. Founded in 1841, the firm is one of Germany's largest private banks. Through Burkhardt's majority interest in Kunderkreditbank, Marine Midland will thus become an indirect shareholder in a major German consumer credit institution. Marine Midland, Inc. is a 12-bank holding company in New York with 242 domestic offices and a London branch.

TOYS—Tonka Corp., Mound, Minn. has added two new overseas marketing organizations. Tonka Ltd., London, will service the United Kingdom and European Free Trade Association nations; Tonka GmbH, Aachen, Germany, will have marketing responsibilities for Common Market countries. Market development programs will initially be the new offices' primary responsibility.

# Newsletter

Note the new look in the Sales Leads for Exporters in the World Trade Opportunities section of this issue. As an added service to interested U.S. suppliers, the leads are now pinpointed to precise product designations. Each lead is prefaced by the product's Standard Industrial Classification number. Readers can scan the Trade Opportunities columns and arrive at almost instant recognition of the offers in which they are directly interested.

What are the top interests of international executives as they face each working day? The Chicago Association of Commerce and Industry surveyed readers of its World Trade Bulletin to learn them—and prepare for future seminars. Licensing and Joint Ventures was the No. 1 subject, followed closely by Selection of Agents and Distributors, and Sales and Economic Conditions in Europe, Latin America, Middle East, Africa, Far East and East European Bloc. Other subjects that brought major response were Export and Marketing Techniques, Transportation and Overseas Packaging—Containerization, and Documentation and Foreign Regulations.

The new Century Series computer of NCR—the National Cash Register Co.—made its Swedish bow at the Stockholm U.S. Trade Center in midsummer. NCR invited 12 groups at different times—bankers, insurance executives, industrialists, market researchers, department store managers, and wholesalers. Reporting $200,000 in floor sales and several times that in anticipated sales over the next year, NCR has requested a repeat between-shows use of the Trade Center in November. "We now have a valuable list of prospects," noted company executive C. G. Englesson.

While NCR was using the exhibition hall at the Stockholm Center, Motorola Instrumentation and Control held a one-day show in the Center's lounge. Object: to interview prospective agents and show a line of electronic computer items to possible end users. Results: four agency candidates are now under consideration to represent Motorola, and $75,000 in sales are expected in the next year.

The Stockholm Center's lounge is accustomed to high-technology displays and discussions. Earlier this summer, 100 selected visitors saw computer and laser equipment there, made by Dana Labs, Federal Scientific, Spectra-Physics, and Varian Associates, in a display put together by the Swedish representative of these four companies.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

## the cover

Insignia from the patent offices of nations around the world introduce a country-by-country summary of the patent laws of 125 nations, prepared by Joseph M. Lightman of the Foreign Business Practices Division of the Bureau of International Commerce. The article makes clear from the outset that U.S. businessmen seeking patent protection abroad must obtain it in each country. U.S. patents are not automatically recognized outside our boundaries.

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# International Commerce

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# Speedup in liberalization pace asked of Japan by United States Delegation at Tokyo meeting

## Seventh session of two nations' cabinet-level Committee arranges for further quota talks, discusses easing of capital curbs

Expressing "deep concern" at Japan's many trade restrictions, Secretary of Commerce Maurice H. Stans and other members of the U.S. Delegation to recent cabinet-level consultations with Japanese officials indicated their strong desire that Japan accelerate the removal of such restrictions.

The Joint United States-Japan Committee on Trade and Economic Affairs, which held its Seventh Meeting in Tokyo July 29-31, discussed a wide range of bilateral and world issues, and in its joint communique agreed to hold the next meeting in Washington.

The delegations noted their "great satisfaction with the strength and dynamic growth of their economies and over the extensive trading relationships that bind Japan and the United States closely together." They added that the current matters under discussion should be viewed as "being within the context of these outstanding successes."

One of the conference highlights of interest to a number of American businessmen was the agreement reached to hold a meeting in the fall to discuss further liberalization of Japan's residual import quotas. At the same time, the Committee took note of the lists of non-tariff barriers previously submitted by both sides, and agreed to an exchange of comments on each other's list within two months to be followed by technical-level discussions.

The U.S. Delegation also urged Japan to "move toward full reciprocity in investment by accelerating its program of capital liberalization." Japan indicated that the third stage of the liberalization program would be implemented "during 1970." In addition, the Japanese side stated that a specific timetable in the case of the automobile industry would be announced this fall.

In response to the U.S. concern that an international solution be found to the serious problem arising from rapidly growing U.S. imports of wool and manmade fiber textiles, the Japanese Delegation indicated its willingness to continue further discussions "without any commitment to future course of action." Japan did agree, however, to send a mission to Washington by Sept. 15 to discuss further the U.S. proposal for a comprehensive bilateral textile agreement.

In a different area, the Committee agreed to establish a U.S.-Japan panel on transportation research, and it welcomed the exchange of notes for cooperation in space activities for peaceful purposes. The latter may open up significant new trade opportunities for U.S. manufacturers in the space field.

During the half-day of the conference which was devoted to sessions between individual U.S. Delegation members and their Japanese counterparts, a variety of detailed trade and investment questions were discussed between Secretary Stans and Minister of International Trade and Industry Masayoshi Ohira.

Following is that portion of the communique which covers bilateral trade and investment topics:

"The Committee reviewed the current state of trade and economic relations between Japan and the United States, and took note of the continuing growth in trade between the United States and Japan which had surpassed $7 billion in 1968, the largest overseas trade ever conducted by any two nations.

"The United States Delegation emphasized that the imbalance in favor of Japan in U.S.-Japan trade relations is causing serious problems in the United States and that concrete measures should be taken to solve these problems. The Japanese Delegation pointed out that trade balances should be considered in a global context and that complex factors underlying trade relations should be given full consideration, but expressed its readiness to continue to consult with the United States in the search for mutually acceptable solutions to bilateral trade problems.

"In any case, both delegations agreed that trade problems, however difficult, could be overcome in the spirit of mutual understanding and common interest.

"The Committee agreed that it was in the interests of both nations to promote the principle of freer trade throughout the world. In this connection, the Japanese Delegation expressed its strong apprehension over an increase in protectionist views within the United States. The United States Delegation expressed deep concern at Japan's many trade restrictions, particularly in view of Japan's large trade surplus, and expressed its strong desire that Japan would move towards full reciprocity in the U.S.-Japan trade relationship by accelerating the removal of the restrictions. The Japanese Delegation stated that the Japanese Government will liberalize a considerable part of the remaining residual import quota restrictions by the end of 1971. The Committee agreed that a meeting would be held in the autumn of 1969 to discuss further progress in trade liberalization. In this connection, the Japanese Delegation stated that despite difficulties involved in import liberalization of agricultural products, due to serious economic and social problems, the Japanese Government would be ready to discuss trade liberalization and other agricultural trade problems in that meeting.

"The United States Delegation expressed its view that serious problems arose from rapidly growing imports into the United States of wool and manmade fiber textiles and stressed the importance of finding an international solution. The Japanese Delegation stated that although it was not convinced of the necessity for an international solution, it would be ready to continue discussions without any commitment to future course of action.

"The Committee discussed non-tariff barriers, took note of the lists submitted by both sides, and agreed to an exchange of comments on the list submitted by the other country within the coming two months, to be followed by discussions on a technical level.

"The United States Delegation expressed its strong desire that Japan should move toward full reciprocity in investment by accelerating the program of capital liberalization in order that each nation might benefit from the resulting freer flow of capital and technology. The Japanese Delegation stated that the Government would implement the third stage of its capital liberalization program during 1970 and continue the review of the program so that a considerable number of sectors in the Japanese economy will be liberalized by early 1972."

# U.S.-Japan issues viewed

## Secretary Stans notes trade obstacles on both sides, explains textile problem

*A review of the recent striking growth of U.S.-Japan trade, with comments on some restrictive American legislative proposals and the effect in the U.S. of Japanese barriers to trade and investment, and a special note on textile exports to the United States, formed the brunt of Secretary of Commerce Maurice H. Stans' statement to the Seventh Meeting of the Joint United States-Japan Committee on Trade and Economic Affair, held in Tokyo July 29-31.*

*Secretary Stans addressed his statement on July 30 to the agenda subject of "Trade and Economic Relations Between the United States and Japan." His text follows:*

This Seventh Meeting of the Joint Committee represents, for me, a renewed pleasure, and a new privilege. For this conference affords me the pleasure of once again returning to Japan, which I had visited only some two months ago.

In our trade and economic relations since the last meeting of the Joint Committee nearly two years ago, the growth has been striking. At that time, our total bilateral trade had just broken the $5 billion mark. Now our latest full-year figures, for 1968, show that this trade has surpassed the $7 billion level and perhaps will be above $8 billion this year.

The flow of our trade, in both directions, has accounted for this expansion but, not surprisingly, the pace in the two directions has been uneven. Indeed, taking a somewhat longer period of four years, although U.S. exports to Japan have increased by a healthy average of 10% annually, Japanese sales to the United States have spurted much more dramatically, at a rate of nearly 25%. Last year alone, our purchases from Japan rose by more than one-third, which was in itself greater than Japan's total exports to any other market.

The result, as all of us around this table know, has been a shift for the United States to a bilateral deficit position, beginning in 1965, with the deficit in 1968 amounting to $1.1 billion. This is the largest trade deficit that we have with any country.

For this current year, 1969, our exports to Japan are up only moderately, but our purchases of Japanese goods in the first five months of this year, however, were running 22% higher than in the same period of 1968. If these developments continue, our trade deficit with Japan this year will probably be about $1.5 billion. Secretary Petty [Assistant Secretary of the Treasury John R. Petty] has already pointed out that this is not a healthy relationship, for us or for you.

### Restrictive legislative proposals

It is perfectly understandable that a matter of major concern to Japan is the protectionist sentiment in the United States, especially as reflected in the number of restrictive bills introduced in the U.S. Congress, and I may say, the speeches which were made on the floor of Congress yesterday.

This is perhaps explained by the astonishing array of manufactured products where the United States takes the major share of Japan's exports. Last year, the United States received about three-fourths of your total exports of television receivers, plywood, nails, bolts, and nuts, and may I add, woven wool products. We also took more than half of your exports of such products as footwear, pottery, sound recorders, radios, toys and sporting goods, clothing, and various steel items. And not much below the one-half mark are automobiles, sewing machines, cutlery, ball and roller bearings, and motorcycles. So it is not really sufficient to note that the United States accounts for nearly one-third of total Japanese sales abroad, for in many commodity areas the U.S. share is far more.

Last May I asked you to listen to what I had to say, and not to newspaper reports of what I was going to say. By the same token, I would suggest that you not judge the future course of U.S. policy in terms of what some unofficial observers say that it is.

The Nixon Administration is firmly committed to the maintenance—and enlargement—of a freer trade policy. Carrying out this commitment entails certain difficulties, however, and will require some cooperation on the part of our trading partners who have the most to gain from continued open access to the American market.

### Non-tariff barriers

I am most gratified that Japan accepted the proposal I made in May, that lists of non-tariff barriers be exchanged between our two Governments prior to this meeting. And I am pleased to note that the exchange has now been completed. I want to refer merely to one or two aspects of these lists, and then offer a new suggestion for further progress.

I believe that any review of this area of trade barriers would demonstrate two things: First, considering the constantly expanding and enormous inflow of Japanese products into the United States, those areas where Japan might perceive some restrictive activity on the part of the United States have had a very minor impact. They are, in addition, fully open to public inspection and knowledge and are so administered.

Second, in all candor I cannot make a similar statement with respect to the barriers which Japan has to our trade, and we think they are of much more significance than those we have.

Our latest note on the liberalization of quantitative restrictions on the selective list of priority items currently under discussion makes it clear that, in our view, Japan's offers represent only very limited progress toward Japan's obligations to remove all remaining illegal quantitative restrictions as well as eliminate its import licensing system at an early date.

We urge Japan to effect full liberalization, and we can never be satisfied until that is done. Secretary Hardin [Secretary of Agriculture Clifford M. Hardin] and I, during our counterpart session, will be discussing plans for further consultations with Japan, which we hope can take place

### Meeting participants

**The U.S. Delegation at the Tokyo meeting, headed by Secretary of State William P. Rogers, included representatives of eight other agencies. Minister for Foreign Affairs Kiichi Aichi led the seven-member Japanese Delegation. Discussions at the full Committee sessions covered the international situation, U.S. and Japan economic situations, mutual trade and economic relations, cooperation to aid the developing nations, and multilateral economic developments.**

in Washington in the fall. We would hope that these consultations would result in a firm timetable for the removal of all remaining restrictions on our exports of agricultural and industrial products to Japan. In the light of our trade imbalance, that would be a fair action.

In the meantime, I would like to make another suggestion. Our bilateral submissions on non-tariff barriers in the last 60 days show clearly that such exchanges of views can be valuable, for we believe that we can reassure you very promptly on some of the concerns you have expressed about our trade barriers. Undoubtedly you can clear up some questions we raised about yours. I propose, therefore, that we now follow up with an exchange of written comments on each country's submission within the next 60 days. Following that, there should be discussion at the technical level.

I have spoken, in recent months, as I did during my last visit here, of an "Open Table" approach to this problem area which the specialists call NTBs. I do believe that Japan, more than any other country, has a greater variety of inhibiting practices which are invisible but very real; by that I mean they are difficult for your trading partners to accurately discern, and therefore to intelligently discuss. I have only to use the phrase "administrative guidance," which Secretary Petty has already referred to, to make myself understood on this point. I am hopeful that our continued discussion of these matters, along with Japan's growing understanding of its increasingly important place in the world community, will result in a progressive erosion of these barriers to a freer flow of goods.

## Foreign direct investment

Eliminating your trade barriers is undoubtedly the most constructive move that we could suggest. I do not believe, however, that a freer exchange of goods can be viewed in isolation, for it often has a close relationship to investment. Because we so well recognize the advantages to our domestic economy of an inflow of risk, equity capital—with its inputs of foreign managerial and technical know-how—we welcome, and indeed encourage, foreign investment in the United States.

In fact, new Japanese investment in the United States rose sharply last year. It is now represented in a number of States, in addition to Alaska which has been the region of heaviest investment.

But when we look at the situation affecting foreign investment in Japan itself, we see that the Japanese Government has apparently done even less to liberalize its restrictions here than it has accomplished in the field of trade. One example of the relationship between trade and investment is the limitation on the freedom of American companies to establish, and expand, sales and service facilities, a limitation which does not reciprocate the open investment policies of the United States.

Another example is that the Administration cannot effectively respond to criticism from Members of the Congress, and from American businessmen, who wish to know why the United States should continue to absorb increasing quantities of Japanese goods when Japan has barriers to both U.S. exports and U.S. capital. The fact of our rising purchases of Japanese automobiles, for example, compared with the Japanese investment restrictions in this same industry, is often cited to me as the leading case in point.

While Japan has announced the second stage of its five-year liberalization program, I must say that we are disappointed that the selected industries—in many instances, actually narrow segments of industries—are largely areas which do not hold much interest for potential American investors. Most important, we are concerned at the continued emphasis on "liberalization" in terms of 50% foreign participation. In our view, and this is bolstered by American history, the concept should embrace majority foreign ownership, up to 100%, if that is what the private parties involved desire. This again would be true reciprocity.

In light of Japan's increasingly impressive economic growth, the very real contributions which foreign investment can make to maintaining that growth, and Japan's expanding stake in a world of freer movement of goods and capital, we urge Japan to accelerate its liberalization timetable, and to do so in terms that are meaningful to U.S. business.

## Textile problem

This brings me to textiles. This is a subject which we have discussed before. In fact, it has attracted public discussion far beyond that which we have had among ourselves.

I do not intend to emphasize the matter here in this meeting, or to restate the full case, or to say anything other than that the problem has become increasingly serious and a solution is even more necessary than before.

Here are just a few facts:

► In 1968 alone our net import balance of cotton, wool, and man-made fiber textile products in the U.S. exceeded $800 million, an increase of 60% above the previous year. Thus far in 1969 we have seen a further deterioration of that position. Undoubtedly our negative balance will be above $1 billion this year.

► The first five months of this year as compared with the first five months of last year saw all man-made fiber textile and apparel imports from all sources increase 29%.

► Man-made fiber apparel imports increased 83% in this period. From Japan alone, imports of man-made fiber textile and apparel products were up 52%, with man-made fiber apparel from Japan up 95% during the same period, almost double in one year's time.

► We face constant reminders that other countries have restricted the access to their textile markets, many of them under agreement with Japan, leaving us the only major free world market fully open to wool and man-made fiber textile imports. We are the only open and free market for these products in the world. We cannot continue to absorb all the world can produce without great harm to the textile industry and its workers.

► American firms in greater numbers are being forced to consider moving their operations overseas, to the *lowest* cost labor areas. This is merely transferring employment from the United States to third countries, and that doesn't help Japan either.

I recognize the difficulties in this textile situation that appear from your point of view. Your textile and apparel workers and your industry spokesmen want to continue their full access to our market, particularly since their access to other markets is so restricted. They fear being closed out of the United States. But their fears and alarms are not justified by the facts of our attitude. We foresee no harm to Japan's industry or its workers in a constructive solution. I am confident that the goals of both countries can be met without displacement of the workers or companies in either your industry or ours.

I have stated our suggestions before, in our previous meetings, as to how to resolve this problem. Our judgment is that the interests of all concerned would be best served by the development of a

### Trade policy booklet

"United States Trade Policies," a booklet that contains public expressions by Secretary Stans during his spring trade tours of Western Europe and the Far East, has been published by the Department of Commerce. For details, see Books and Reports, page 36.

flexible multilateral agreement and, under the multilateral agreement, a series of comprehensive bilateral agreements covering wool and man-made fiber textiles and apparel. But our position is not frozen on that procedure. We invite your suggestions—we appeal for your help—as to how we can resolve this major problem which in the long run certainly is a mutual one and involves our mutual well being.

We are willing to start negotiations at any time. We are willing to negotiate in Tokyo, in Washington, or in Geneva. We are willing to include cotton textiles in these negotiations as well.

The situation compels us to urge that we join together in reaching a mutually satisfactory arrangement and quickly.

We have come here in a spirit of true friendship and a sincere desire to cooperate in the solution of all our mutual problems.

We agree with Minister Ohira [Minister of International Trade and Industry Masayoshi Ohira] on the dangers of protectionism in the U.S. We can both dislike it, but neither of us can ignore the factors that it feeds on. To the extent it springs from Japan's restrictions on our trade in the face of our high trade imbalance, or from Japan's reluctance to help us prevent loss of employment in the textile industry, it would be highly unfortunate if we could not agree to take steps quickly to reverse it.

► There is nothing contradictory between our basic belief in freer trade and our desire for an orderly world market in textiles. The reality is that the textile problem is so severe that it is an impediment to our desire to move toward freer trade. We cannot expect enactment of new trade legislation until it is resolved.

► It is inevitable that world producers of textiles will recognize that the U.S. cannot accept the serious harm that will result to its economy if the present flood of textiles is continued. The problem will not go away. It is getting worse. All we ask is a prompt agreement for a reasonable flow of trade.

► We believe our trade relations would be enhanced immeasurably, with a net advantage to Japan, if Japan would remove all quantitative restrictions on imports this year, rather than only half of them in 1971; and if Japan were to liberalize all investment this year, rather than part next year and part in 1972, and would liberalize to 100% rather than 50%.

► As Mr. Gilbert [Special Representative for Trade Negotiations Carl J. Gilbert] has said, we want to work with you in every possible way toward elimination of non-tariff barriers on both sides.

Our remarks are not intended on any point to be selfish, but to state what we really believe needs to be done to strengthen our trade relationships, to the long time advantage of both of us.

We do not pretend to have all the answers. We seek a true partnership of spirit, and we invite your views and your help to those matters which trouble us, and we will do our best to resolve those which trouble you. An attitude of give and take, and a firm resolve to meet, talk, and act on our differences, can smooth them out and allow us both to grow securely, in trade and in internal strength.

We invite Japan, as a mature nation, with the second strongest economy, to join us in full partnership and full reciprocity.

# Seven-part trade mission taking off for Far Eastern cities in September

## Small groups, organized by industry associations, will form 30-member MarketAir mission on an inaugural TWA flight

Seven industrial trade associations and State agencies are organizing trade missions to take off on the same airplane Sept. 6, bound for the Far East.

Each composed of from three to five businessmen, they will comprise the TWA MarketAir Mission that is to be doing business in India, Thailand, Hong Kong, and Taiwan Sept. 7-23.

The participants will be occupying 30 round-the-world seats made available to the Commerce Department by TWA on its Hong Kong-Los Angeles inaugural flight. The mission members will be responsible for their own hotel and living expenses, and contribute to the mission operation costs, which include such items as brochures and clerical assistance.

### Represent own firms

Each member, selected by TWA in cooperation with the trade associations, will represent his own company and will be prepared to do business involving direct sales, establishment of agencies, distributors, joint ventures, or licensing agreements.

Among the products and services to be promoted are electronic data processing; agribusiness; machine tools; and food processing, plastic fabricating, packaging, metalworking, testing, measuring, and controlling equipment.

Two Commerce Department advance men are now in the Far East arranging for Embassy or Consulate General briefings, receptions, press conferences, and individual business appointments.

The MarketAir Mission expects to be in Bombay Sept. 7-10; Bangkok, Sept. 10-14; Hong Kong, Sept. 14-18; and Taipei, Sept. 19-23. The business executives will be accompanied by a TWA MarketAir Trade Development specialist and two Commerce Department marketing officials.

### Associations help

Assisting in organizing the various groups are the Scientific Apparatus Makers Association, Western Electronic Manufacturers Association, Food Processing Machinery & Supplies Association, Packaging Machinery Manufacturers Institute, Institute for the Development of Metalworking Equipment, New York State Department of Commerce, and Federation of Rocky Mountain States.

In Bangkok, the United States maintains a Trade Center—one of six now in operation around the world. Among recent trade promotion events at the Center was the electrical apparatus show in the spring (INTERNATIONAL COMMERCE, July 21). Floor sales amounted to $22,000, and follow-on orders were estimated by the participants at $587,000. U.S. exhibitors at the Bangkok International Trade Fair in December reported $45,000 in floor sales and projected future orders at more than $1.3 million (INTERNATIONAL COMMERCE, Jan. 27).

Taiwan, another of the MarketAir Mission's stops, last year was a target of several State trade missions from the United States. And late in 1967, Taipei was the site of a U.S. Industrial Machinery Exhibition attended by almost 10,000 trade visitors. Exhibitors made a total of $1,255,000 worth of sales as a result, and established 18 agencies.

# Patent laws summarized in 125 nations worldwide

## U.S. businessmen must file applications in each country where protection is sought

By JOSEPH M. LIGHTMAN
*Foreign Business Practices Division, BIC*

U.S. businessmen seeking patents abroad must file an application in each country where patent protection is desired. The United States is not a party to any agreement whereby a U.S. patent is automatically recognized and protected in a foreign country, or vice versa.

The United States does adhere to various treaties under which exporters and other businessmen can now receive, in about 100 countries, the same treatment under patent laws as those countries extend to their own citizens (i.e., "national treatment").

U.S. nationals thus have the right to apply for, receive and enforce patent rights in such countries, and to be treated under the patent laws therein without discrimination, as though they were citizens of such countries. They must, however, proceed under the laws of the countries to obtain such rights; no U.S. patent registrations are automatically in force.

The basic multilateral agreements on patent rights to which the United States is a party are the "Paris Union" International Convention for the Protection of Industrial Property, to which about 80 other countries also adhere, and the Inter-American Convention of 1910 on Inventions, Patents, Designs and Models, to which 13 Latin American countries are party. A list of member countries is appended.

In addition to the "national treatment" principle, these Conventions embody certain special advantages for the U.S. businessman seeking patent protection abroad. The most important is the 12-month "right of priority" period after he first files his patent application in the United States or another member country in which to file corresponding applications in other Convention countries and backdate them to the date of his first filed application. His filing rights are thereby preserved for 12 months in the Convention countries.

Under the "Paris Union" Convention, he also receives protection of his foreign patents against arbitrary forfeiture, if the subject matter of the patents is not immediately worked.

The United States has also concluded a number of bilateral arrangements with countries, some of which are not members of the above Conventions, under which U.S. citizens receive national treatment and other protection against discriminatory practices in acquiring and maintaining patent rights.

Most countries, including those that have become independent since the end of World War II, have patent laws. There are only a few that have no system of patent protection, most notably Thailand, Ethiopia, Saudi Arabia and Sudan. Many independent countries provide patent protection only on the basis of a patent first acquired in the former parent country. Examples are Nigeria, Kenya and Tanzania, where a "confirmation patent" is issued based on a patent first acquired in the United Kingdom, and Cambodia and Burma, where French and Indian patents, respectively, are recognized as being in force.

There are certain countries that provide, in addition to regular patents of invention, so-called "introduction," "confirmation," "revalidation" or "importation" patents. These can be applied for on an invention already patented elsewhere, by the same patent owner; or, after a period of time, by a local national. Such patents expire at the duration of their basic foreign patents. Their purpose is to permit an invention to be introduced and protected, notwithstanding its prior patenting in other countries.

The USSR, Bulgaria, Romania, Albania and Algeria provide for issuance of so-called "inventors' certificates," as well as patents. The "inventors' certificate" system is used extensively in the USSR. Under its procedures, an inventor may offer his invention outright to the State, which assumes its ownership and exclusive use. If used by the State, it entitles the inventor to a cash reward or other specific benefit. In such dual system countries, the inventor generally has the right to choose between applying for an "inventors' certificate" or a patent. Local inventors in Eastern Europe generally apply for "inventors' certificates"; foreigners apply for patent rights because of certain impracticalities in acquiring "inventors' certificates."

In recent years, there have been trends among adjacent countries, particularly in Europe, to establish greater uniformity in their national patent laws. The Scandinavian countries, for example, now have virtually identical laws. Present plans of these countries call for eventual adoption of a "Nordic Patent" system under which an applicant could acquire patent protection in each country by filing a single application in any one of them. France, Germany and the Netherlands have established a "deferred examination" system. Under this system, a party, after filing a patent application, is given a grace period by the Patent Office in which to decide whether he believes the subject matter is worthwhile enough to warrant the expense of completing an examination. With Soviet adherence to the "Paris Union" Convention, all Eastern European countries (except Albania) are now members and have patent laws conforming to its provisions for certain minimum standards of protection.

Regionally, the only joint centralized Patent Office in existence is the African and Malagasy Industrial Property Office, in Yaounde, Cameroon, established in 1962 by 12 (now 13) independent coun-

### List adds 50 nations

This article presents summaries of world patent laws, in response to continuing requests from U.S. exporters and other businessmen interested in foreign markets for information on foreign patent protection. It updates patent law summaries published in the Feb. 22, 1965 issue of *International Commerce*, and adds details from 50 more nations.

# New world patent treaty

Last month the United International Bureau for the Protection of Intellectual Property (BIRPI) released the third in a series of drafts of a proposed Patent Cooperation Treaty (PCT). The text of the current draft appears in the Official Gazette of the U.S. Patent Office, on July 15. Each of the earlier drafts has been modified as a result of discussions in a number of international conferences in Geneva.

This latest draft is intended to serve as a negotiating document at a diplomatic conference of the member States of the Paris Union planned for the spring of 1970, possibly in Washington.

Nothing in the proposed Patent Cooperation Treaty is to diminish the rights any applicant may have under the Paris Convention. Thus, applicants will have the option to proceed according to the Paris Convention or the Patent Cooperation Treaty; priorities of the Paris Convention are recognized in the draft treaty.

While the United States supports the aims of the proposed treaty and most of its provisions, some details are not fully acceptable to American interests. The U.S. Patent Office is concerned about the impact upon U.S. practice of certain provisions of the draft relating to timing of the various steps involved in the filing procedure, and to the format of international applications. It is coordinating efforts with private businessmen to provide safeguards to protect American interests.

The diplomatic conference will afford an opportunity to negotiate solutions which will satisfy both private interests and those of the Patent Office, which has made copies of the draft treaty widely available and is soliciting views of all concerned to aid in establishing a U.S. position for the conference.

tries formerly French African colonies (see summary). The Common Market countries have recently revived efforts to establish a "European Patent Convention" that would encompass other Western European countries besides the six.

As to salient features in existing world patent laws, there are still many variations with respect to such matters as exceptions to patentability (i.e., patents only for medicinal and food processes, not products, or for both), examination and opposition procedures (in some cases none), duration of patents (ranges from 5 to 20 years from application filing or registration date), and compulsory licensing (immediate, or one to five year grace period).

## the author

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Those interested in protecting their industrial property rights abroad should secure the services of legal counsel for advice and assistance on the specific procedures to be followed in the countries in which they desire to do business.

**AFGHANISTAN**—No patent law. Some common law protection available for inventions and designs against imitation.

**AFRICAN AND MALAGASY UNION**—Member countries: Cameroon, Central African Republic, Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Malagasy Republic, Mauritania, Niger, Senegal, Togo, and Upper Volta. Inquiries and applications should be directed to the Office Africain et Malgache de la Propriete Industrielle (OAMPI) located in Yaounde, Cameroon.

Invention patents valid in all member countries 20 years after application. Prior publicity anywhere prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible 3 years after grant or 4 years after application, whichever is later, if working inadequate or if working interrupted for any 3-year period. French patents in force prior to dates of independence of the various countries may receive protection for 20 years from application filing date if revalidated with OAMPI before March 31, 1967.

**ALBANIA**—Invention patents valid 15 years from application date; inventor's certificates also granted. Chemical manufacturing processes patentable, but not chemicals; medical and some biological inventions eligible only for certificates. Prior publication or use anywhere prejudicial. Novelty examination. Opposition period 3 months. No provision for working. Compulsory licensing provision.

**ALGERIA**—Invention patents valid 20 years from application filing date. Confirmation patents valid 10 years such date. Inventors' certificates also granted. Prior publicity anywhere prejudicial. No novelty examination or opposition. Confirmation patent must be worked 1 year from grant and not discontinued for more than year; otherwise can be cancelled. Compulsory license of invention patents possible 3 years from grant or 4 years from application date if not adequately worked. Confirmation patent does not confer right to import article. French patents valid in Algeria on July 3, 1962 remain in force if continuously worked by patentee or his assignee.

**ARGENTINA**—Invention patents valid up to 15 years after grant for important inventions; patents of importation good for up to 10 years. Pharmaceutical manufacturing processes patentable. Prior publication anywhere, or grant of foreign patent (except for Argentine import patents), or public use in Argentina prejudicial. Novelty examination. No opposition provision. Working required 2 years after grant, not to be interrupted for any 2-year period. No compulsory licensing provision. Importation or advertised offer of sale may constitute working.

**AUSTRALIA**—Invention patents valid 16 years after application, renewable up to 10 years where inadequately remunerated; provisional protection available 1 year. "Mixed" medicines and processes unrelated to manufacture of a product unpatentable. Prior publication, public use, or disclosure in Australia prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked; revocation possible 2 years after first compulsory license. Patent registration should be marked on product.

**AUSTRIA**—Invention patents valid 18 years after application, renewable up to 10 years manufacturing processes patentable. Prior published description anywhere, or use or exhibition in Austria prejudicial. Novelty examination. Opposition period 4 months. Compulsory licensing possible 3 years after grant if inadequately worked; revocation possible 2 years after compulsory license.

**BAHAMAS**—Both invention and confirmation patents granted before June 1, 1967 (new Act effective date) valid 7 years, renewable twice for 7 years each time. Under new Act, invention patents valid 16 years from application filing date. Publication, public use, or knowledge prejudicial. No novelty examination, opposition, compulsory licensing or working requirement.

**BAHREIN**—Confirmation of U.K. patents only; applications must be filed within 3 years of corresponding U.K. patent.

**BARBADOS**—Invention patents valid 14 years from application date, renewable for 7 years. Provisional protection available 9 months. Foreign patent holders entitled to "Letters of Registration." Public use in Barbados prejudicial. No novelty examination. Opposition period 2 months. Compulsory licensing possible if Government determines patent not properly worked. Patent registration should be marked on articles as constructive notice to possible infringers.

**BELGIUM**—Invention patents valid 20 years after application; patents of importation valid up to 20 years. Patentable inventions

must be industrially or commercially workable. Prior commercial use in Belgium, patent or publication anywhere prejudicial except for import patents. No novelty examination. No opposition provision. Working required 3 years after grant (1 year for countries not party to Paris Union) not to be interrupted for any 12-month period. No compulsory licensing provision.

**BOLIVIA**—Invention patents valid up to 15 years after grant, including renewals; confirmation patents valid up to 15 years. Chemical and pharmaceutical manufacturing processes and industrial applications patentable. Prior knowledge, description, working, or nonpatent publication anywhere prejudicial. No novelty examination. Published twice in 1 month at 15 day intervals for opposition. Compulsory licensing possible 2 years after grant if inadequately worked or if working interrupted for any 1-year period. Importation or advertised offer to license may constitute working.

**BOTSWANA**—Confirmation patents based on prior registration in Union of South Africa. U.K. patents automatically in force.

**BRAZIL**—Invention patents valid 15 years after grant or 20 years from application filing date. Medicinal and chemical manufacturing processes patentable. Prior public use or published description of patent anywhere prejudicial. Novelty examination; opposition period 90 days. Compulsory licensing possible 3 years after grant if inadequately worked or if working interrupted for any 2-year period; revocation possible if not worked for any 3-year period. Importation does not constitute working.

**BULGARIA**—Invention patents valid 15 years after application; law also provides for inventors' certificates. Chemical and medicinal manufacturing processes patentable. Some medical and biological inventions eligible only for certificates. Prior publication or public knowledge anywhere prejudicial. Novelty examination. No opposition. Working provision; 3 years after grant.

**BURMA**—No patent law; Indian patents valid.

**BURUNDI**—Invention patents valid 20 years from application filing date; importation patents valid to 20 years. Public use anywhere prejudicial. No novelty examination or opposition. Patent must be worked within 2 years, otherwise can be cancelled. No compulsory licensing provision.

**CAMBODIA**—French patents applicable; file with Chief Registrar of Pnam Penh Commercial Court.

**CANADA**—Patents valid 17 years after grant. Chemical manufacturing processes patentable. Prior knowledge, use, patent, or description anywhere, or public use or sale in Canada more than 2 years prior to Canadian application prejudicial; Canadian application must be filed either before grant of first foreign patent or within 12 months of first foreign application. Novelty examination. Opposition period not provided, but protest may be filed. Compulsory licensing may be ordered by Patent Commissioner 3 years after grant, and if licenses are insufficient, patent may be revoked. Importation does not constitute working. Patent registration should be marked on product.

**CEYLON**—Patents valid 14 years after application, renewable in exceptional cases 7 or 14 years; confirmation of British patent co-terminous with original. Prior use or publication in Ceylon prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing or revocation possible 3 years after application if inadequately worked.

**CHILE**—Invention patents valid up to 15 years after grant, including renewals, and also may stand independently or serve to confirm foreign patents, in which case they are co-terminous with original. Prior public knowledge, use, sale, or publication anywhere, or importation into Chile prejudicial. Foreign patent not prejudicial if invention not commercially known in Chile. Novelty examination. Pharmaceutical and chemical processes patentable. No working or compulsory licensing provisions. Patent registration must be marked on product.

**CHINA (Taiwan)**—Invention patents valid 15 years after application; addition patents co-terminous with basic patent. Chemical manufacturing processes patentable. Prior foreign patent application over 1 year previous to application in China, or publication or public use in China prejudicial. Novelty examination. Opposition period 6 months. Compulsory licensing or revocation possible 3 years after grant if inadequately worked. Patent registration should be marked on product.

**COLOMBIA**—Invention and corresponding patents (issued before foreign patent) valid 10 years after grant, renewable twice for 5 years; confirmation patents (issued after foreign patent) co-terminous with basic patent. Prior public knowledge or publication in Colombia prejudicial for confirmation patents, anywhere for other patents. Novelty examination. Opposition period 30 working days. No working or compulsory licensing provisions.

**CONGO (Kinshasa)**—Invention patents valid 20 years after application and importation patents co-terminous with basic foreign patents. Prior patent or publication anywhere (except for import patents) or public use in the Congo prejudicial. No novelty examination. No opposition provision. No compulsory licensing or working provisions.

**COSTA RICA**—Invention patents valid 20 years after grant; confirmation patents co-terminous with basic patent up to 20 years. Prior public knowledge or use in Costa Rica prejudicial for confirmation patents, anywhere for other patents. Novelty examination. Opposition period 30 days. Working required 2 years after grant, not to be interrupted for any 3-year period; no compulsory licensing provision.

**CYPRUS**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant date.

**CZECHOSLOVAKIA**—Invention and dependent patents valid 15 years after application. Chemical and medicinal manufacturing processes patentable; certain medical treatments and biological inventions eligible only for inventor's certificates. Prior public knowledge anywhere via publication, patent description, or display prejudicial. Novelty examination. Opposition period 2 months. No working requirement, but use of patent in public interest may be ordered.

**DENMARK**—Invention and dependent patents valid 17 years after application; addition patents co-terminous with basic patent. Chemical and some medicinal manufacturing processes and some specific-use chemicals patentable. Prior published description or public use anywhere prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant or 4 years from application filing date, if inadequately worked.

**DOMINICAN REPUBLIC**—Invention and revalidation patents valid up to 15 years after grant, including renewals. Medicines and chemicals patentable if approved by Medical Board. Prior commercial working in the Dominican Republic prejudicial for revalidation patents, public knowledge anywhere prejudicial for other patents. No novelty examination. No opposition provision. Working required 5 years after application, not to be interrupted for any 3-year period. No compulsory licensing provision.

**DUTCH ANTILLES**—(see Netherlands).

**ECUADOR**—Invention patents valid up to 12 years after grant, and may either stand independently or confirm certain foreign patents; patent protection may be restricted to a specified region or extend over entire country. Importation patents valid up to 12 years, apply regionally or over whole country, depending upon invested capital. Revalidation patent can be granted based on, and co-terminous with, patent owned in U.S. or certain other Latin American countries. Prior existence or public knowledge in Ecuador prejudicial only for import patents, prior public use in Ecuador prejudicial for other patents. No novelty examination. Opposition period 90 days. Compulsory licensing possible for invention patents 2 years after grant, if inadequately worked, or if working interrupted for any 2-year period; import patents may lapse if use unduly delayed or if working interrupted for any 6-month period. Compulsory licensing can be ordered by Government on advice of interested agency.

**ETHIOPIA**—No patent law. Publication of cautionary notices in local press and informing Government of existence of foreign patent may afford some protection.

**FINLAND**—Invention patents valid 17 years after application. Chemical and medicinal manufacturing processes patentable. Prior publication in any form anywhere, or public disclosure prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing or revocation possible 3 years after grant or 4 years from application date, if inadequately worked, or if needed to work another patent.

**FRANCE**—Invention patents valid 20 years from filing date. Law also provides for "Certificates of Utility," issued for 6 years. Public knowledge anywhere, including publication of a corresponding patent in an official journal, prejudicial. Novelty examination for invention patent, not utility certificate, applications. Compulsory licensing possible 3 years after grant or 4 years after patent filing date, if inadequately worked, or if working discontinued for any 3-year period. Special legislation applies to patenting of pharmaceutical products. Under "deferred examination" procedure patent applicant has 2 years to postpone request for novelty examination, except in pharmaceutical cases. If no request made during that period, application converted to one for "Certificate of Utility." No opposition provision but application laid open for 18 months to permit

# Paris Union member States

**The Union was founded by the Paris Convention of 1883, revised at Brussels in 1900, Washington in 1911, The Hague in 1925, London in 1934, Lisbon in 1958, and Stockholm in 1967 (an Act not yet in force).**

| Country | Year Joined | Latest Binding Act; with date ratified |
|---|---|---|
| **Algeria** | 1966 | Lisbon: 1/3/66 |
| **Argentina** | 1967 | Lisbon: 10/2/67 |
| *Australia* [1] [2] | 1925 | London: 2/6/58 |
| *Austria* | 1909 | London: 19/8/47 |
| **Belgium** | 1884 | Lisbon: 21/8/65 |
| Brazil | 1884 | The Hague: 26/10/29 |
| **Bulgaria** | 1921 | Lisbon: 28/3/66 |
| **Cameroon** [1] | 1964 | Lisbon: 10/5/64 |
| *Canada* [1] | 1925 | London: 30/7/51 |
| **Central African Republic** [1] | 1963 | Lisbon: 19/11/63 |
| *Ceylon* [1] | 1952 | London: 29/12/52 |
| **Chad** [1] | 1963 | Lisbon: 19/11/63 |
| **Congo (Brazzaville)** [1] | 1963 | Lisbon: 2/9/63 |
| **Cuba** †† | 1904 | Lisbon: 17/2/63 |
| **Cyprus** | 1966 | Lisbon: 17/1/66 |
| **Czechoslovakia** | 1919 | Lisbon: 4/1/62 |
| **Dahomey** [1] | 1967 | Lisbon: 10/1/67 |
| *Denmark* [3] | 1894 | London: 1/8/38 |
| Dominican Republic | 1890 | The Hague: 6/4/51 |
| *Finland* | 1921 | London: 30/5/53 |
| **France** [4] | 1884 | Lisbon: 4/1/62 |
| **Gabon** [1] | 1964 | Lisbon: 29/11/64 |
| **Germany (Federal Republic)** | 1903 | Lisbon: 4/1/62 |
| *Greece* | 1924 | London: 27/11/53 |
| **Haiti** | 1958 | Lisbon: 4/1/62 |
| *Holy See* | 1960 | London: 29/9/60 |
| **Hungary** | 1909 | Lisbon: 23/3/67 |
| *Iceland* | 1962 | London: 5/5/62 |
| *Indonesia* [1] | 1950 | London: 24/12/50 |
| **Iran** | 1959 | Lisbon: 4/1/62 |
| **Ireland** † | 1925 | Lisbon: 9/6/67 |
| **Israel** [1] | 1950 | Lisbon: 18/7/66 |
| **Italy** | 1884 | Lisbon: 29/12/68 |
| **Ivory Coast** [1] | 1963 | Lisbon: 23/10/63 |
| **Japan** | 1899 | Lisbon: 21/8/65 |
| **Kenya** | 1965 | Lisbon: 14/6/65 |
| **Laos** [1] | 1963 | Lisbon: 19/11/63 |
| *Lebanon* | 1924 | London: 30/9/47 |
| *Liechtenstein* | 1933 | London: 28/1/51 |
| *Luxembourg* | 1922 | London: 30/12/45 |
| **Madagascar** [1] | 1963 | Lisbon: 21/12/63 |
| **Malawi** [5] | 1964 | Lisbon: 6/7/64 |
| **Malta** | 1967 | Lisbon: 20/10/67 |
| **Mauritania** [1] | 1965 | Lisbon: 11/4/65 |
| **Mexico** | 1903 | Lisbon: 10/5/64 |
| **Monaco** | 1956 | Lisbon: 4/1/62 |
| **Morocco** | 1917 | Lisbon: 15/5/67 |
| *Netherlands* [6] | 1884 | London: 5/8/48 |
| *New Zealand* [1] | 1931 | London: 14/7/46 |
| **Niger** [1] | 1964 | Lisbon: 5/7/64 |
| **Nigeria** | 1963 | Lisbon: 2/9/63 |
| **Norway** | 1885 | Lisbon: 10/5/64 |
| **Philippines** | 1965 | Lisbon: 27/9/65 |
| Poland | 1919 | The Hague: 22/11/31 |
| *Portugal* [7] | 1884 | London: 7/11/49 |
| **Rhodesia** [5] | 1965 | Lisbon: 6/4/65 |
| **Romania** | 1920 | Lisbon: 19/11/63 |
| *San Marino* | 1960 | London: 4/3/60 |
| **Senegal** [1] † | 1963 | Lisbon: 21/12/63 |
| **South Africa** | 1947 | Lisbon: 17/4/65 |
| *Spain* | 1884 | London: 2/3/56 |
| *Sweden* | 1885 | London: 1/7/53 |
| **Switzerland** | 1884 | Lisbon: 17/2/63 |
| *Syrian Arab Republic* | 1924 | London: 30/9/47 |
| **Tanzania** [1] | 1963 | Lisbon: 16/6/63 |
| **Togo** [1] | 1967 | Lisbon: 10/9/67 |
| **Trinidad and Tobago** [1] | 1964 | Lisbon: 1/8/64 |
| *Tunisia* | 1884 | London: 4/10/42 |
| *Turkey* | 1925 | London: 27/6/57 |
| **Uganda** | 1965 | Lisbon: 14/6/65 |
| **Union of Soviet Socialist Republics** † | 1965 | Lisbon: 1/7/65 |
| *United Arab Republic* | 1951 | London: 1/7/51 |
| **United Kingdom of Great Britain and Northern Ireland** [8] | 1884 | Lisbon: 4/1/62 |
| **United States of America** [9] | 1887 | Lisbon: 4/1/62 |
| **Upper Volta** [1] | 1963 | Lisbon: 19/11/63 |
| **Uruguay** | 1967 | Lisbon: 18/3/67 |
| *Viet Nam* [1] | 1956 | London: 8/12/56 |
| **Yugoslavia** | 1921 | Lisbon: 11/4/65 |
| **Zambia** [5] | 1965 | Lisbon: 6/4/65 |

**) Explanation of type:
**Boldface type:** States bound by the Lisbon Act (1958).
*Italics:* States bound by the London Act (1934).
Ordinary type: States bound by the Hague Act (1925).

†) This State has ratified the Stockholm Act (1967).

††) This State has notified its intention to avail itself of Article 30(2) of the Stockholm Act (1967).

[1]) The Convention was applied, by virtue of Article 16$^{bis}$ thereof in the territories of the following States before their accession to full independence as from the dates indicated: Australia (August 5, 1907), Canada (September 1, 1923), Ceylon (June 10, 1905), Indonesia (October 1, 1888), Israel (Palestine, except Transjordan, September 12, 1933 to May 15, 1948), New Zealand (September 7, 1891), Tanzania (except Zanzibar, January 1, 1938), Trinidad and Tobago (May 14, 1908). The Convention was applied by France, under Article 16$^{bis}$, to the following States on various dates: Cameroon, Central African Republic, Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Laos, Madagascar, Mauritania, Niger, Senegal, Togo, Upper Volta, Viet Nam.

[2]) The Convention has been applied to Papua and New Guinea since February 12, 1933, and to Norfolk Island, since July 29, 1936 (the London Act has applied since February 5, 1960); The Hague Act has been applied to Nauru since July 29, 1936.

[3]) Including the Faroe Islands.

[4]) Including the Departments of Guadeloupe, Guiana, Martinique, Reunion and all Overseas Territories.

[5]) The Convention has applied to Malawi, Rhodesia and Zambia (as component parts of the former Federation of Rhodesia and Nyasaland) since April 1, 1958.

[6]) The Convention has been applied to Curaçao and Surinam since July 1, 1890 (the London Act has applied since August 5, 1948).

[7]) Including the Azores and Madeira.

[8]) The Lisbon Act is applicable to the Bahamas as from October 20, 1967.

[9]) The Lisbon Act has been applied to Puerto Rico, Virgin Islands, Samoa and Guam since July 7, 1963.

Source: United International Bureaux for the Protection of Intellectual Property (BIRPI), Geneva, Switzerland.

public comment. Patents applied for before new law effective date (1/1/69) remain subject to former law.

**GAMBIA**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant date.

**GERMANY, Federal Republic of**—Invention patents valid 18 years after application. Chemical and pharmaceutical manufacturing processes patentable. Recent prior public use in Germany or printed descriptions anywhere (including patent applications and registered utility models) prejudicial. Novelty examination. Applicant can postpone examination request for 7 years; if no request made by that time, application lapses. Opposition period 3 months. Compulsory licensing possible at any time; revocation possible 2 years after first compulsory license if inadequately worked. Patenting in United States constitutes working in Germany.

**GHANA**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant date.

**GREECE**—Patents valid 15 years after application. Chemicals and chemical and pharmaceutical manufacturing processes patentable. No novelty examination. No opposition provision. Revocation possible 3 years after grant if inadequately worked; compulsory licensing possible if needed to work another patent. Advertised offers of licensing may be considered working. Owners of corresponding U.S. patents exempted from working requirement.

**GUATEMALA**—Invention patents valid 15 years after grant; addition and importation patents co-terminous with basic patent up to 15 years. Inventions to be patentable must meet positive criteria listed in the patent law; prior public knowledge in Guatemala prejudicial for importation patents, anywhere for other patents. Novelty examination. Opposition may be filed any time prior to grant. Compulsory licensing possible 1 year after grant if inadequately worked or if working interrupted for any 3-month period; licensee must work license.

**GUYANA**—Invention patents valid 16 years after application. Chemical and medicinal manufacturing processes patentable. Recent publication, working, sale, or use in Guyana prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing or revocation possible after 3 years if inadequately worked. Importation does not fulfill working requirement. Patent registration should be marked on product. Confirmation patents based on U.K. registration also issued.

**HAITI**—Invention and revalidation patents valid up to 20 years after grant, including renewals; addition patents co-terminous with basic patent. Public use or publication anywhere more than 1 year prior to application prejudicial. No novelty examination. No opposition provision. No compulsory licensing or working provisions.

**HONDURAS**—Invention patents (for nationals) valid up to 20 years after grant; import and revalidation patents (for foreigners) granted for life of basic patent. Prior publication or use in Honduras prejudicial for import patents, anywhere for other patents. No novelty examination. Opposition period 90 days. If patent is not worked within 1 year after grant, patent lapses. Patent marking on product not compulsory, but necessary to maintain infringement actions.

## U.S. in Convention of Inter-American States

A Convention for the Protection of Inventions, Patents, Designs and Industrial Models was signed at Buenos Aires Aug. 20, 1910 and entered into force for the United States July 31, 1912.

States which are parties:

| | |
|---|---|
| Bolivia | Haiti |
| Brazil | Honduras |
| Costa Rica | Nicaragua |
| Cuba | Panama |
| Dominican Republic | Paraguay |
| Ecuador | United States |
| Guatemala | Uruguay |

Source: Department of State

**HONG KONG**—(see United Kingdom).

**HUNGARY**—Invention patents valid 20 years after application. Prior publication or public use anywhere prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after publication if inadequately worked; revocation possible 2 years after first compulsory license.

**ICELAND**—Invention patents valid 15 years after grant. Prior publication anywhere, including use or display in Iceland, prejudicial. Novelty examination. Opposition period 12 weeks. Compulsory licensing possible 5 years after grant if inadequately worked or 3 years after grant if needed to work another patent.

**INDIA**—Invention patents valid 16 years after application. To be patentable an invention must relate to a manner of new manufacture or improvement. Prior public knowledge or use in India prejudicial. Novelty examination. Opposition period 4 months. Compulsory licensing possible 3 years after grant for inadequate working and on other grounds; food, medical or chemical products subject to compulsory licensing at any time regardless of working. All patented articles must be marked with number and year of patent. Reciprocal priority rights granted on basis of applications filed in certain Commonwealth countries; not member of Paris Union.

**INDONESIA**—Pending passage of patent legislation, applications may be filed with the Indonesian Justice Department. Although applications will not be acted on until a patent law is passed, they will be given priority over later filings.

**IRAN**—Invention patents valid up to 20 years after application; addition, improvement, or patents co-terminous with original. Importation patents co-terminous with foreign patents. Pharmaceutical manufacturing processes patentable. Except for import patents, prior publication in official publications or journals anywhere, or use in Iran prejudicial. No novelty examination. Opposition period not specified. Revocation possible 5 years after grant if inadequately worked. No compulsory licensing provision.

**IRAQ**—Invention patents valid 15 years from date of application; foreigners not residing in the country may only apply for patents of importation for unexpired term of their foreign basic patents. Novelty required, but not defined in law. No opposition provision. Revocation possible 2 years after application, if inadequately worked, or if imported; insufficient manufacturing facilities in Iraq an adequate defense provided offer of sale or license advertised.

**IRELAND**—Invention patents valid 16 years after application, exceptionally renewable up to 10 years when inadequately remunerated. Chemical and medicinal manufacturing processes patentable. Prior public use or knowledge anywhere prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant or 4 years after application date, if inadequately worked, at any time for foods and medicines; revocation possible 2 years after first compulsory license. Importation does not constitute working. Patent registration should be marked on product.

**ISRAEL**—Invention patents valid 20 years after application. Prior publication, use, or sale anywhere prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant or 4 years after application date, if inadequately worked; revocation possible 2 years after first compulsory license. Nominal working does not fulfill working requirement.

**ITALY**—Invention patents valid 15 years after application. Pharmaceutical products and processes are not patentable, but legislation is pending to provide for patentability. Prior public knowledge anywhere prejudicial; prior patent application may constitute public knowledge. No novelty examination or opposition provisions. Revocation possible if inadequately worked 3 years after grant, or if working interrupted for any 3-year period. No compulsory licensing requirement. Exhibition may constitute working, but not importation.

**JAMAICA**—Invention patents valid 14 years after application, renewable 7 years; confirmation patents based on foreign patents co-terminous with original. Prior publication or public use in Jamaica prejudicial. No novelty examination. No opposition provision. No working or compulsory licensing provisions.

**JAPAN**—Invention patents valid 15 years from date of publication, but cannot exceed 20 years from application filing date. Articles of food and drink; medicines; substances manufactured by chemical process not patentable, but new processes are patentable. Publication anywhere or public knowledge or use in Japan prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after registration if inadequately worked or if needed to work another patent. Patent registration should be marked on product.

**JORDAN**—Invention patents valid 16 years after application. Prior publication, use, or sale in Jordan prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing or revocation possible 3 years after grant if inadequately worked.

**KENYA**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant date.

**KOREA, Republic of**—Invention patents valid 12 years after grant or 15 years after application, whichever is less. Medicinal manufacturing processes patentable. Public knowledge or use in Korea, or appearance in publications distributed in Korea prejudicial. Novelty examination. Opposition period 2 months. Compulsory licensing or cancellation possible 3 years after grant if inadequately worked or if working interrupted for any 3-year period. Patent registration must be marked on product. Not member Paris Union, but 12-month priority right accorded U.S. applicants.

**KUWAIT**—Invention patents valid 15 years after application, renewable 5 years where inadequately remunerated. Special patent for medicines, pharmaceuticals, or foods valid 10 years. Chemical manufacturing processes patentable, but not all chemicals. Recent publication or use in Kuwait prejudicial. No novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after grant if inadequately worked or if working interrupted for any 2-year period.

**LAOS**—French Patent Law of 1844 applicable. Applications should be filed with Registry of French Union Superior Appeal Tribunal of Vientiane.

**LEBANON**—Invention patents valid 15 years after application. Prior publication anywhere prejudicial. No novelty examination. No opposition provision. Working required 2 years after grant; for nationals of Paris Union countries, however, allowance period is 3 years. No compulsory licensing provisions. Direct offer to license one capable of working the invention may constitute working, but importation does not.

**LESOTHO**—Confirmation patents based on Union of South Africa patents; issued for remaining term of corresponding patent in latter country. U.K. patent automatically protected for its duration; no local registration or confirmation required. Marking of article to indicate patent desirable.

**LIBERIA**—Invention patents valid 20 years after grant. Prior public knowledge, publication, or use in Liberia prejudicial. No specific exclusions from patentability. No novelty examination. No opposition provision. Working required 3 years after grant; unworked patent owned by alien falls into public domain.

**LIBYA**—Invention patents valid 15 years after application, renewable 5 years where important and inadequately remunerated. Processes for making foodstuffs, medicines or pharmaceutical preparations patentable for 10 years. Recent public use or publication in Libya prejudicial. No novelty examination. Opposition period 2 months.

**LIECHTENSTEIN**—Swiss patents automatically valid without any required formalities. Domestic Patents Act of 1928 never entered into force.

**LUXEMBOURG**—Invention patents valid 20 years after application. Pharmaceutical, medical and chemical processes patentable. Prior public knowledge or use anywhere prejudicial. No novelty examination, or opposition provision. Compulsory licensing possible after 3 years; non-working for 3 years can also result in revocation.

**OVERSEAS PATENT PROCEDURES WILL BE STUDIED** at many traders' seminars this fall. A survey by the Chicago Association of Commerce and Industry found that the subject of licensing and joint ventures—which includes patent matters—was at the top of the list of traders' concerns today.

**MALAWI**—Invention patents valid 16 years from application filing date. Prior public use or knowledge in Malawi, or in printed publications anywhere prejudicial. No novelty examination. Opposition period 3 months. Compulsory license can be ordered, if patent not sufficiently worked within 3 years.

**MALAYSIA**—Federation consisting of former areas of Malaya, Sabah and Sarawak, each having separate patent law. In each of these territories, U.K. patent is applicable; it must be registered separately within 3 years of U.K. grant, in each territory to be in force; remains in force duration of U.K. registration.

**MALTA**—Invention patents valid 14 years from application; confirmation patents coterminous with foreign patents. Publicity anywhere prejudicial. No novelty examination. Opposition period 2 months. No working provision; compulsory licensing possible.

**MAURITIUS**—Invention patents valid 14 years from application. Confirmation patents based on U.K. registrations also obtainable within 3 years of, and co-terminous with, former. Publicity or use in Mauritius or U.K. prejudicial. No novelty examination. Opposition period 2 months. No working or compulsory licensing.

**MEXICO**—Invention and improvement patents valid 15 years after application, 12 years if not commercially worked. Chemical processes patentable. Recent prior publication, patent, or working anywhere prejudicial. Novelty examination. No opposition provision. Working required within 3 years and not discontinued more than 6 consecutive months. Compulsory licensing possible after this period or if not worked therein for 6 consecutive months. Patentee must notify Patent Office of his working and obtain a certificate of working. Patent registration should be marked on product.

**MONACO**—Invention patents valid 20 years after application. Publicity or use anywhere prejudicial. No novelty examination or opposition. Pharmaceutical and medicinal processes patentable. Compulsory licensing possible 3 years after grant, if patent not worked.

**MOROCCO**—Although country consists of former French Morocco, Tangier Zone and Spanish Zone, no unified patent law yet exists. Separate application for French Morocco must be filed with Industrial Property Office at Casablanca, and for Tangier with Industrial Property Bureau that area. Situation in ex-Spanish Zone unclear.

For Morocco, invention patents valid 20 years after application. Pharmaceutical processes patentable. Prior public knowledge anywhere prejudicial. No opposition provision. Working required 3 years after grant for nationals of Paris Union countries, 3 years after application for others; working not to be interrupted for any 3-year period. Reasonable offer to license or sell may constitute working; importation may be prejudicial. No compulsory licensing provision.

For Tangier Zone, invention patents valid 20 years and importation patent 10 years from application. Latter gives exclusive right to manufacture but not to prevent imports of similar articles. Public use or publication anywhere prejudicial for basic invention patents. Pharmaceutical processes patentable. No novelty examination or opposition provision. Working required within three years; importation from Paris Convention countries may satisfy working requirements. Compulsory licensing provisions.

**NEPAL**—Invention patents valid 15 years after grant, extendable for two additional 15 year periods. Applications screened for novelty, usefulness criteria; rejected if criteria not met.

**NETHERLANDS**—Invention patents granted before new law, Jan. 1, 1964, valid 18 years from date of grant. Under new law, 20 years from end of filing month or 10 years from end of grant month, whichever period lasts longer. Any invention or incentive improvement resulting in a product or a process of industrial use is patentable except chemical products and substances as such. Prior publication, public knowledge.

or use anywhere prejudicial. Novelty examination. Applicant has 7 years after filing to request examination; if no request made by then, application lapses. Opposition period 4 months. Compulsory licensing possible 3 years after grant if inadequately worked; at any time if needed to work another patent. Patent registration should be marked on product.

Old Netherlands law still in effect in Dutch Antilles and Surinam.

**NEW ZEALAND**—Invention patents valid 16 years after application; renewable up to 10 years where inadequately remunerated. Recent prior publication in patent specification anywhere, or publication or use in New Zealand prejudicial. Novelty examination. Opposition period 3 months, with provision for opposition thereafter possible up to 12 months after grant on application. Compulsory licensing possible 3 years after grant. Revocation possible 2 years after first compulsory license. Importation does not constitute working. Patent registration should be marked on product.

**NICARAGUA**—New industry patents (for nationals only) and invention patents valid 10 years after grant; addition patents coterminous with basic patent. Public knowledge in Nicaragua prejudicial. Processes patentable, but not products. Novelty examination. Opposition period 30 days. Working required 1 year after grant, not to be interrupted for any 1-year period. Sworn affidavit and advertised offer of sale or license constitutes working. No compulsory licensing provision. Patent registration should be marked on product.

**NIGERIA**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant date.

**NORWAY**—Invention patents valid 17 years after application. Medicinal and chemical manufacturing processes patentable, but not chemicals and medicines. Prior publication and use anywhere prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant or 4 years after application if inadequately worked, if working interrupted or if needed to work another patent.

**PAKISTAN**—Invention patents valid 16 years after application, renewable up to 10 years where inadequately remunerated. Chemical manufacturing processes patentable. Prior public knowledge or use in Pakistan prejudicial. Novelty examination. Opposition period 4 months. Working required within 3 years of grant. Offers to grant licenses may constitute working. Compulsory licensing possible if demand for product not met or invention being worked primarily abroad. Patent registration should be marked on product. Not member of Paris Union, but reciprocal priority rights granted to applications filed in certain Commonwealth countries.

**PANAMA**—Invention patents valid up to 20 years, can also confirm foreign patents for unexpired term up to 15 years. Prior public knowledge in Panama prejudicial. No novelty examination. Opposition period 90 days. Patents may lapse if not worked when one-third of term has passed; working not required for foreign patentees or confirmed patents. No compulsory licensing provision.

**PARAGUAY**—Invention patents valid 15 years after application; confirmation patents coterminous with basic patent up to 15 years. Pharmaceuticals and nonindustrial inventions nonpatentable. Publication of foreign patent 1 year prior to Paraguayan application, or prior working or public disclosure in Paraguay prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible if not worked for any 3-year period.

**PERU**—Invention patents valid 10 years after application, renewable 5 years if worked; confirmation patents co-terminous with basic patent up to 10 years. Prior publication anywhere, except official patent publication, prejudicial. Opposition period 30 days. No novelty examination. If invention unworked after 3 years patent lapses unless patentee advertises his willingness to grant licenses.

**PHILIPPINES**—Patents valid 17 years after grant. Prior patent or published description anywhere, or use or sale in the Philippines 1 year before application prejudicial. Novelty examination. No opposition provision. Compulsory licensing possible 3 years after grant if patent not worked on a commercial scale, or if it relates to food or medicine or the article is necessary for public health or safety. Patent registration must be marked on product; otherwise damages for infringement cannot be recovered.

**POLAND**—Invention and dependent patents valid 15 years after application. Inventor's certificates provided for in law. Chemical and medicinal manufacturing processes patentable, but not medicines and chemicals. Prior publication anywhere or use or display in Poland prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked or if needed to work another invention. Importation does not constitute working.

**PORTUGAL**—Invention patents valid 15 years after grant. Chemical and pharmaceutical manufacturing processes patentable, but not chemicals, pharmaceuticals, or inventions not industrially workable. Prior publication anywhere or public use in Portugal prejudicial. Novelty examination in case of opposition. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted for any 3-year period, or if needed to work another patent.

**ROMANIA**—Invention patents valid 15 years after application; patents of addition for period of basic patent but no less than 10 years. Inventor's certificates provided for in law. No novelty provisions; examination only for formalities compliance. No opposition provision. Working required 4 years after application or 3 years after grant, otherwise subject to compulsory license.

**RWANDA**—Invention patents valid 20 years after application. Importation patents coterminous with corresponding foreign patents not to exceed 20 years. Public use in Rwanda or publication anywhere prejudicial. No novelty examination or opposition. Patent must be worked within 2 years from date worked abroad, otherwise can be cancelled. No compulsory licensing.

**SALVADOR**—Invention patents valid up to 15 years after grant, renewable 5 years in exceptional cases. Prior publication (except in foreign patent documents) or public use anywhere prejudicial. No novelty examination. Opposition period 90 days. No working or compulsory licensing provision, but nonworking may constitute grounds for expropriation of patent. Patent markings on products are compulsory.

**SAN MARINO**—Industrial property rights obtained in Italy applicable.

**SAUDI ARABIA**—No patent law. Can publish cautionary ownership notice of foreign patent in local "Official Gazette" or newspaper for such rights this may offer in seeking court action against infringers.

**SIERRA LEONE**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant.

**SINGAPORE**—Patents only obtainable as confirmation of U.K. patents. Requests must be made within 3 years of U.K. patent grant date.

**SOMALI**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant, for "Northern Territory," former British Somaliland. In "Southern Region," formerly Italian territory, patents granted for 15 years; no novelty or opposition procedures. Prior knowledge of invention in country prejudicial.

**SOUTH AFRICA**—Patents valid 16 years after application; renewable up to 10 years where inadequately remunerated. Prior public knowledge, use, or working in South Africa, or recent publication anywhere may be prejudicial. No novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant or 4 years after application, whichever is later, if inadequately worked, if needed to work another patent, or for foods, plants, or medicines; no revocation for nonworking. Importation does not constitute working; nominal working every second year advisable. Patent registration should be marked on product.

**SPAIN**—Invention patents valid 20 years after grant. Patents of importation valid 10 years and confer right to manufacture in Spain but do not prevent products manufactured abroad from being imported, sold, or used in Spain. They are limited to original foreign patentee for first year after grant of original patent, but are open to any applicant thereafter.

Manufacturing processes and apparatus are patentable, but not products or inventions not industrially workable; invention patents must also meet certain positive criteria. Recent public knowledge or working in Spain prejudicial for import patents, anywhere for other patents. No novelty examination. No opposition provision.

Except for import patents, compulsory licensing required 3 years after grant in lieu of proof of working, with 1 year extension if production facilities established; revocation possible if working interrupted 1 year and a day, or if patentee unwilling to grant license. Working of addition patent constitutes working of basic patent.

**SUDAN**—No patent law. Can publish cautionary ownership notice of foreign patent in local "Official Gazette" for such rights this may offer in seeking court action against infringers.

**SWAZILAND**—Confirmation patents based on prior registration in Union of South Africa. U.K. patents automatically in force.

**SWEDEN**—Invention patents valid 17 years after application. Special manufacturing

## AMA studying patents

The American Management Association will hold a seminar on Foreign Patent Strategy and Procedures from Aug. 27-29 at its headquarters in New York.

Discussion leaders will be: Dr. Pauline Newman, Associate Patent Counsel, Chemical Division, FMC Corp.; Adrian Van Daalen, Manager, Industrial Property Rights, Westinghouse Electric International Co.; J. Harold Nissen, Partner, Haseltine, Lake & Co.; and Stephen H. Frishauf, Partner, Flynn & Frishauf.

For further information, write to the AMA at 135 West 50th St., New York, N.Y. 10020.

processes patentable for food products or chemical compounds. Prior publication or public use anywhere prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant or 4 years after application, if inadequately worked, or if needed to supplement an earlier patent.

**SWITZERLAND**—Invention patents valid 18 years after application. Chemicals, medicines, nonchemical medicinal manufacturing processes, and inventions not industrially workable are nonpatentable. Prior public knowledge in Switzerland or published disclosure anywhere prejudicial. Textile and watch inventions subject to novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked or if needed to work another patent; revocation possible 2 years after first compulsory license (immediately in some cases). Patenting in United States satisfies working requirement.

**SYRIA**—Invention patents valid 15 years after application. Pharmaceutical compounds nonpatentable. Prior public knowledge anywhere prejudicial. No novelty examination. No opposition provisions. Working required 2 years after grant. No compulsory licensing provision.

**TANZANIA**—(Consists of former Tanganyika and Zanzibar areas; now joined as independent State; former separate laws for each area still in effect). In former Tanganyika, confirmation of U.K. patents only for term of U.K. patent; application for confirmation patent must be made within three years of U.K. patent grant. In former Zanzibar, same situation prevails, except that registration in that area can be invalidated by manufacture, use and sale of invention subject-matter before priority date of U.K. patent.

**THAILAND**—No patent law. Can inform U.S. Embassy in Bangkok and advertise in local newspapers patents owned abroad to establish prior use should law be enacted recognizing such use.

**TRINIDAD and TOBAGO**—Invention patents valid 14 years after grant. Prior public use in Trinidad or Tobago prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible.

**TUNISIA**—Invention patents valid up to 20 years after application. Manufacturing processes patentable, but not food or drug products. Prior publication, public knowledge, or public use anywhere prejudicial. No novelty examination. Opposition period 2 months. Working required 3 years after grant (2 years for non-Paris Union nationals), not to be interrupted for any 2-year period. Importation not considered working; prejudicial to patent. No compulsory licensing provision.

**TURKEY**—Patents valid up to 15 years after application; patents of importation granted co-terminous with basic foreign patents. Pharmaceutical compounds and processes nonpatentable. Prior publication anywhere prejudicial. No novelty examination. No opposition provision. Compulsory licensing possible 3 years after grant if inadequately worked or if working interrupted for any 2-year period.

**UGANDA**—Patents only obtainable as confirmation of U.K. patents. Request must be made within 3 years of U.K. patent grant date.

**USSR**—Soviet law provides for granting of either patents or inventor's certificates for new inventions. Patents are granted of 15 years duration after application; inventor's certificates have unlimited duration. Full examination is made for novelty and usefulness, based on prior Soviet and foreign patents and publications and prior Soviet inventor's certificates. No opposition provision, but annulment always possible. No working provision. Compulsory licensing possible.

**UNITED ARAB REPUBLIC**—Invention patents valid 15 years after application, renewable 5 years; food and drug process patents valid 10 years. Recent public use or publication in Egypt prejudicial. No novelty examination. Opposition period 2 months. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted for any 2-year period, or if needed to work another invention. Revocation possible 2 years after first compulsory license.

**UNITED KINGDOM**—Invention patents valid 16 years after application, renewable 5 or 10 years where inadequately remunerated. Substances of food or medicine mixtures of known ingredients nonpatentable. Prior public disclosure in U.K., or in foreign patent specifications available in U.K., and not more than 50 years old prejudicial. Public use in U.K. within year preceding priority date or at official exhibition not prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked; revocation possible 2 years after first compulsory license.

Certain newly independent members of the British Commonwealth have already established, and others are in process of developing and promulgating, their own national patent codes. In the meantime, the latter countries continue to use pre-independence procedures and facilities in providing patent protection within their respective territories. These countries, as well as those of the British Commonwealth that now have separate patent laws, are covered separately and alphabetically in the summaries. Generally speaking, in these countries the only patent protection available is by means of the registration of a U.K. patent which must take place within 3 years of the original British grant.

In Hong Kong, a patent granted in the U.K. may be registered for protection within five years from U.K. patent issue date. Hong Kong patent expires with corresponding U.K. patent.

**URUGUAY**—Invention and related improvement patents valid 15 years after grant; revalidation patents granted for unexpired term of foreign patents but not to exceed 15 years; must be applied for within 3 years of basic patent. Pharmaceutical and chemical manufacturing processes patentable. Prior public knowledge anywhere prejudicial. Novelty examination. Opposition period 20 days. Compulsory licensing possible 3 years after grant, if inadequately worked, if working interrupted for any 3-year period, or if needed to work another patent. Importation or nominal working does not constitute working.

**VENEZUELA**—Invention and improvement patents valid up to 10 years after grant; revalidation patents (based on prior foreign filing) co-terminous with basic patent up to 10 years; patents of introduction are also granted for a 5-year term, but do not protect against imports. Chemical manufacturing processes patentable, but not chemical products. Prior public knowledge in Venezuela prejudicial for introduction and revalidation patents; publication in Venezuela or public knowledge anywhere prejudicial for invention and addition patents. Novelty examination. Opposition period 60 days. Revocation possible 2 years after grant if inadequately worked or if working interrupted for any 2-year period (1 year for original 5-year terms).

Exploitation in Venezuela in lieu of manufacture constitutes working for invention, improvement, and revalidation patents. No compulsory licensing provision. Patent registration must be marked on product. Not member of Paris Union, but 1-year priority rights for revalidation patents accorded foreign patents.

**VIET-NAM, SOUTH**—Invention patents valid up to 20 years after application; addition and confirmation patents co-terminous with basic patent. Medicinal manufacturing processes patentable. Prior public knowledge anywhere prejudicial. No novelty examination. No opposition provision. No working or compulsory licensing provision. French patents in force prior to April 26, 1952, protected if being worked.

**YUGOSLAVIA**—Patents valid 15 years after publication. Publication or description anywhere, or sale, use, or display in Yugoslavia prejudicial. Novelty examination. Opposition period 3 months. Compulsory licensing possible 3 years after grant if inadequately worked, if working interrupted for any 3-year period, or if needed to work another patent. Revocation possible 2 years after first compulsory license. Nominal working advisable; direct offers or advertisements may suffice.

**ZAMBIA**—Patent previously registered in old Federation of Rhodesia and Nyasaland in force in Zambia for remainder of unexpired term. Patents valid 16 years after application. Printed publication anywhere or public knowledge or use of invention in Zambia prejudicial. No novelty examination. Opposition period 3 months from advertisement of acceptance of patent specifications. Compulsory licensing possible 3 months after grant, (no grace period on patents relating to food or medicines), if inadequately worked.

# Ohio Department of Development wins 'E' award for aid to small, medium firms in exporting

## Division has sent out mobile trade fair/missions, set up trade offices abroad, issued publications for overseas customers

Vigorously promoted programs that have encouraged small and medium sized state companies to export have won an "E" award for the Ohio State Department of Development.

Secretary of Commerce Maurice H. Stans presented the President's "E" Certificate for Export Service in recognition of the State's success in promoting sales of U.S. products overseas to Gov. James A. Rhodes, under whose administration the department was established, and Fred P. Neuenschwander, department director.

Recognizing in 1965 the economic significance and effect of increased state import-export trade and manufacturing agreements activity, Ohio formed, within its Department of Development, an International Trade and Development Division, under the directorship of Glen W. Allen. Along with this new division a state-wide International Trade Advisory Council was also formed. The council is composed of 25 business leaders, trade experts and port officials.

Exporters in Ohio sold an estimated $1.6 billion of manufactured goods to foreign markets in 1966, according to the latest information in a Bureau of International Commerce report based on Census Bureau statistics.

The State ranked fourth in the nation in total value of manufactured exports and fifth on a per capita basis. Agricultural shipments from the State to foreign markets were estimated at $219 million in fiscal year 1965-66, 10th highest among the states, the report said.

AT WASHINGTON, D.C., CEREMONY for "E" presentation are left to right: Rep. Clarence E. Miller of Ohio; Glen W. Allen, director, International Trade and Development Division, Ohio Department of Development; Fred P. Neuenschwander, Department director; Commerce Secretary Maurice H. Stans; Ohio Governor James A. Rhodes; and Reps. Donald E. Lukens, J. William Stanton and Chalmers P. Wylie.

In cooperation with the U.S. Department of Commerce, the State's Trade and Development Division has conducted both trade fairs and trade missions in more than 40 foreign nations, State officials point out. During 1968, 75 Ohio businessmen successfully participated in mobile trade fair/missions, held in Tokyo, Auckland, Sydney and Melbourne. The businessmen reported over $2.6 million in business generated at these fairs, according to State officials.

During 1968, the Development Department completed another link in its worldwide network for assisting internationally-minded Ohio businessmen with the opening in Tokyo of an office to promote the sale of Ohio-made products in the area. The State now has foreign offices on three continents—Brussels, Belgium; Caracas, Venezuela; and Tokyo, Japan.

These overseas offices are operated to assist Ohio manufacturers and businessmen in exporting goods, assist in making business contacts with agents, distributors and buyers; provide information on Ohio capabilities and interests; facilitate the licensing of Ohio firms by foreign business; provide complete information on Ohio's advantages as an industrial location; promote foreign investment in Ohio manufacturing and distribution facilities; and promote the use of Ohio water and airport facilities.

Complementing the overseas operations of the division is an in-state program which furnishes comprehensive exporting services to Ohio businessmen. This exporting service includes assistance with tariff data, international law, shipping and customs regulations and international financing. The assistance is given particularly to small and medium sized businessmen unable to afford such services individually.

The division also has an overseas referral network system that provides Ohio businessmen with new customer leads. Sales opportunities located by overseas officers are immediately directed to all pertinent Ohio manufacturers. If State firms are not able to supply the desired products or services the sales leads are then referred to other U.S. manufacturers.

In addition, the division participates in activities that will increase awareness among Ohio businessmen of opportunities available to them through international sales. It seeks speaking engagements before Ohio business groups, participates in international trade seminars and develops promotional literature aimed at

creating interest in international business involvement.

One of these promotional items, for example, is *Where to Buy and Sell in Ohio*, available free for overseas firms wishing to do business with Ohio firms in international trade.

Ohio has sponsored six overseas trade promotion events. The first two, in 1965 and 1967, were 60-man missions that went to Europe and the Far East. The more recent tours were mobile trade fair/missions.

## Selling group with products

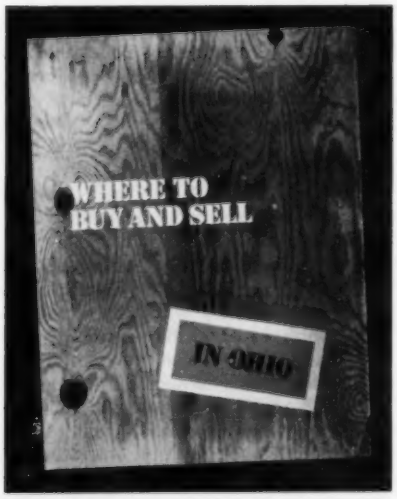
A mobile trade fair/mission combines the activities of a selling group with the display of products of the companies represented. Exhibits are shipped ahead of the group's arrival, and are set up at hotels or local exhibition halls.

The first of the more recent Ohio missions operated in Caracas and Sao Paulo in the fall of 1967, then moved on to Tokyo for display in February and March, 1968. In November, a new group went to Sydney, Melbourne and Auckland.

The three mobile fairs netted Ohio businessmen immediate sales of $1 million and to date following sales have been in excess of $16 million, State officials said.

The State's most recent mobile trade fair/mission, May 18-June 2, 1969, traveled to Brussels, Copenhagen and Stockholm.

During this event, some 120 visitors attended the exhibition in Copenhagen alone. Although reports have not been compiled, state officials said, some immediate sales were made and potential licensing agreements are being considered.




THIS BROCHURE is distributed free to overseas companies by the Ohio Dept. of Development.

OHIO EXHIBITORS AT TOKYO MOBILE TRADE MISSION explain a display to former U.S. Ambassador to Japan, Alexis Johnson. The State encourages small and medium companies to export.

Ohio's International Trade and Development Division works from the premise that the horizontal type trade mission is the most effective means of promoting exports by small and medium sized manufacturers, because they draw from a wider trade base of a country's economy, allowing the state and its products to get better coverage and recognition.

Many Ohio businessmen have testified to the success gained by participation in the mobile trade fair/missions. The following is a sampling of their comments:

"Our company sold over 5,000 tractors in the Philippines," said Julius Fejes, president, Crown Steel Products Co.

Fred Fisher, president, Fisher Cheese Co., which sells cheese all over the world, including cheese-rich Switzerland, said after returning from a mission: "The Far East people must import food products. We are sending our first shipment of cheese to Manila."

"All of the countries which we have visited have been interested in our products. We have just shipped a sizeable order to Tokyo," noted Jack H. Schron, president, Jergens Tool Specialty Co.

"Commercial feed sold very well in Europe and the Orient. My export business is expanding every month," Lawrence J. Schiller, president, Mayward Inc., reports.

"We are presently negotiating with a company in Japan to purchase three machines to manufacture aluminum tops for cans," asserted Ralph Stolle, president, The Stolle Corp. This company also sold several can-end presses in a South American mission.

"We have a proposal to handle certain engineering aspects of a complete satellite city of 300,000 population outside Tokyo. The prospects of engineering contracts in foreign countries look very promising," declared Karl R. Rohrer, president, Karl R. Rohrer Associates.

## Tennessee exporters seminar to be held in September

A five-sessions seminar on basic export methods and services for the large and small Tennessee businessman has been scheduled in Nashville for Sept. 9-23.

Sponsors of the seminar are Belmont College, REEC and the Commerce Memphis Field Office. Moderators for the first through the fifth session are: John M. Fowler, director, Commerce Memphis Field Office; James G. McCauley, director, international sales, American Type Founders Co., Inc.; Harry J. Blackman, president, Karlyn Industries, Inc.; T. Scott Fillebrown, Jr., executive vice president, First American National Bank, Nashville; and Fred D. Wright, president, Fred D. Wright Co., Inc.

**Write:** William Brinton, Director of Business Affairs, Belmont College, Belmont Boulevard, Nashville, Tenn. 37212.

# Quota bills, ocean freight rates, STR confirmation share spotlight

## Commerce trade policy specialists also review July Treasury and Tariff Commission actions, Patent Cooperation Treaty

*The following is another in a series of monthly reports outlining actions in Congress or elsewhere in Government, or by foreign or international bodies, affecting world trade, as noted by staff members of the Bureau of International Commerce's Trade & Commercial Policy Division.*

**Congress: Legislation**—During the month of July, Congress was occupied largely with tax and defense matters, but 31 bills were introduced in the House of Representatives and 7 in the Senate pertaining to trade and tariff matters. No import quota bills were introduced in the Senate during the month. In the House, meanwhile, 13 bills were introduced to impose restrictions on imports. All of these were identical or similar to previously proposed legislation. Five bills involved quotas for footwear, one for textiles, one for iron and steel mill products and four for tariff-quotas on mink. Two omnibus bills would establish quotas for manufactured products and agricultural products if certain conditions were to prevail.

Two Senate bills would apply to olive imports: one would revise the Tariff Schedules of the United States so that the rate of duty on bottled olives would be higher than that on olives imported in bulk; the other would amend section 8(e) of the Agricultural Adjustment Act to add olives to the list of imported products which would be required to meet the same standards as domestic products.

Senator Albert Gore of Tennessee introduced S. 2527 to repeal the key sections of the Automotive Products Trade Act of 1965 which provided for the implementation of the U.S.-Canadian Auto Agreement of 1965. That Agreement provides for the mutual elimination of duties on motor vehicles and fabricated components intended for use as original equipment in the manufacture of motor vehicles. Congress recently received an annual report from the President concerning the implementation of the Automotive Products Trade Act. The report will be available in the near future from the Senate Finance Committee.

Two bills to ease existing import controls on furskins were introduced in the House. One bill seeks to repeal entirely the embargo on certain fur skins from the USSR and Communist China. The other would remove the embargo on fur skins from the USSR only.

On other matters, House bills were introduced to provide for the closing of U.S. ports to fishing vessels of any foreign nation which closes its ports to U.S. fishing vessels; to permit the exportation of certain copper mined in the State of Alaska; and to authorize the negotiation of commercial agreements with communist countries. Two bills were introduced which would protect collectors of antiques from imitation antique glassware, both domestic and imported, and H.R. 12530 would make a separate provision in the tariff schedules for mounted ball and roller bearings.

In the Senate, the Banking and Currency Committee reported favorably on S. 2696, introduced by Senator Edmund Muskie of Maine, which would continue existing authority to control exports of strategic and other products. Senators Roman Hruska of Nebraska, and Joseph Tydings of Maryland, cosponsored S. 2624 (similar to H.R. 12921, also introduced in July) which would improve the judicial machinery in the Customs Court by modernizing the present court procedures and by updating the related administrative processes in the Bureau of Customs. S. 2712 contains the Administration's proposals to improve inspection procedures for fish and fishery products, both domestic and imported, under the Federal Food, Drug and Cosmetic Act. Also during July, the Consumer Subcommittee of the Senate Committee on Commerce continued hearings on S. 1092, to provide for the inspection of fishing facilities and products, and on S. 1091, providing financial assistance to the commercial fishing industry in meeting the requirements set forth in S. 1092.

On the last day of July, Senator Vance Hartke of Indiana sponsored S. 2748, a bill which would amend the Antidumping Act of 1921. This bill is similar to bills introduced in 1963, 1965 and 1967. The bill would provide, among other things, that a decision must be reached by the Treasury Department within six months of receipt of a dumping complaint and that all complaints against the same kind or class of merchandise be consolidated.

During July, Congress passed and the President signed P.L. 91-41 permanently suspending the duty on chicory roots. H.R. 5833 which extends the suspension of duty on copying shoe lathes was cleared by the House and Senate for Presidential signature. The House also passed H.R. 11363, a conservation measure to prevent the importation of species of fish and wildlife threatened with worldwide extinction and the interstate shipment of such species taken contrary to state law. The bill incorporates a number of changes recommended by interested parties during Senate Committee hearings on similar conservation measures. (See this column in the Mar. 10 issue of INTERNATIONAL COMMERCE.) H.R. 11363 is now pending before the Senate Committee on Commerce.

**Congress: STR Head Confirmed**—On July 29, the Senate voted to confirm the Presidential nomination of Carl J. Gilbert as the Special Representative for Trade Negotiations. The appointment of Gilbert, the former Chairman of the Board of the Gillette Co., was confirmed by a roll-call vote of 61 to 30.

**Congress: Footwear Hearings Set**—Senator Thomas J. McIntyre of New Hampshire, Chairman of the Small Business Subcommittee of the Senate Banking and Currency Committee, announced on July 30 that the Subcommittee would hold hearings on the impact of shoe imports on small manufacturers. The hearings are tentatively set for mid-September.

**U.S. Court of Appeals: Ocean Freight Rates**—The United States Court of Appeals for the District of Columbia has upheld a precedent-setting Federal Maritime Commission order disapproving a number of ocean freight rates which were higher outbound (export) than inbound on similar commodities in the trade between U.S. North Atlantic ports and ports in the United Kingdom. The FMC order also placed upon the conferences the burden of justifying rate disparities.

While an appeal to the Supreme Court is possible, the Maritime Commission's regulatory authority with respect to outbound-inbound disparities has been clarified. The Court decision not only affirms the Commission's authority to disapprove outbound rates that are higher than inbound rates on comparable commodities, but, more importantly, it requires the ocean conferences to justify to the Commission the level of the new rates on the basis of cost, value of service or other

transportation factors that are relevant.

**Patent Office: Patent Cooperation Treaty**—Copies of the final draft of the proposed Patent Cooperation Treaty are available at the Patent Office of the U.S. Department of Commerce. The draft was prepared by the United International Bureau for the Protection of Intellectual Property and will be submitted to a diplomatic conference of the member states of the Paris Union in the spring of 1970. Comments and objections to the draft treaty should be submitted in writing to the Commissioner of Patents, Washington, D.C. 20231, not later than Jan. 31, 1970.

**Tariff Commission: Appointments**—Glen W. Sutton has been appointed Chairman of the Tariff Commission by President Nixon, succeeding Stanley D. Metzger who resigned on June 16. Mr. Sutton has been a Commissioner since 1954. The remainder of Mr. Metzger's term, which expires June 16, 1973, will be filled by George Moore, Republican counsel to the House Post Office Committee. With the appointment of Moore, all vacancies on the Commission have been filled.

**Tariff Commission: Pianos, Carpets, Glass**—On July 3, the Tariff Commission announced the opening of two new investigations of alleged import injury and two additional investigations on products subject to escape-clause tariff protection, which is due to expire at the end of this year.

The two new investigations under section 301(b)(1) of the Trade Expansion Act of 1962 are to determine whether certain flat glass and pianos and parts are, as a result in major part of concessions granted under trade agreements, being imported into the United States in such increased quantities as to cause or threaten injury to the domestic industry.

The petition requesting the investigation regarding pianos was submitted by the National Piano Manufacturers Association. Public hearings are scheduled to begin on Oct. 28.

The petition requesting investigation of flat glass (including sheet, plate and float glass) was filed by American-Saint Gobain Corp. of Kingsport, Tenn., the Libbey-Owens-Ford Co. of Toledo, the Mississippi Glass Co. of St. Louis, and PPG Industries, Inc. of Pittsburgh. A public hearing is scheduled to begin on October 14.

The flat glass hearing will also include testimony pertinent to the Tariff Commission investigation under section 351(d)(3) of the Trade Expansion Act of 1962. The purpose of this investigation is to advise the President of the probable economic effect of the termination of the escape-clause rates now in effect for certain flat glass imports (principally sheet window glass). Escape-clause rates on these imports were first imposed by Presidential proclamation in 1962 following a Tariff Commission investigation under section 7 of the Trade Agreements Extension Act of 1951. Certain of these rates were terminated and the remainder reduced on Jan. 11, 1967. Originally scheduled to terminate on Oct. 11, 1967, these rates were extended to Dec. 31 of this year by President Johnson.

A second investigation will be conducted under Section 351(d)(3) with respect to Wilton (including brussels) and velvet (including tapestry) floor coverings. As in the case of flat glass, escape-clause rates of duty were imposed on these items in 1962 and were extended to Dec. 31, 1969. A public hearing, previously scheduled to begin on Aug. 27, has been postponed to Oct. 22.

Carpets and glass are the only commodity groups now subject to escape-clause protection. The cases on pianos and certain flat glass are the 14th and 15th investigations of alleged import-injury under the Trade Expansion Act. None of the first 13 cases resulted in injury determinations.

**Tariff Commission: Sardines**—On July 28 the Tariff Commission reported to the President its unanimous finding that sardines in airtight containers are not, as a result in major part of trade agreement concessions, being imported into the United States in such increased quantities as to cause, or threaten to cause, serious injury to the domestic industry producing like or directly competitive articles.

**Tariff Commission: Coffee Concentrates**—The Tariff Commission has postponed until Sept. 16 the hearings to be conducted in connection with an investigation of an allegation of unfair methods of competition and unfair acts in the importation and sale of coffee concentrates which was filed by Struthers Scientific and International Corp., New York. This investigation has been reported in this column in the June 9 and July 14 issues of INTERNATIONAL COMMERCE.

**Tariff Commission Summary: Fruit**—The Tariff Commission has released the 12th of 14 volumes to be published on animal and vegetable products covered by Schedule 1 of the Tariff Schedules of the United States. The summary covers edible fruit and fruit products and contains commodity descriptions, methods of production, world supplies, and import, export, production and consumption statistics.

Summaries are available at the 42 field offices of the Department of Commerce and at selected public and university libraries in larger cities.

**Bureau of Customs: Glycine, Glass**—The Bureau of Customs announced on July 8 that a determination has been made that aminoacetic acid (glycine) from the Netherlands is not being, nor is likely to be, sold at less than fair value within the meaning of the Antidumping Act, 1921, as amended.

During the period Mar. 1, 1968 through May 30, 1969, glycine imports from the Netherlands were valued at $212,000.

Customs has also announced initiation of an inquiry into the complaint that cast or rolled glass and sheet glass from Japan are being, or are likely to be, sold in the United States at less than fair value within the meaning of the Antidumping Act.

Imports from Japan of cast or rolled glass amounted to about $914,150 during the period January through October 1968. Sheet glass imports were about $3.9 million during the same period.

**Bureau of Customs: Plastic Mattress Handles**—The Bureau of Customs announced on July 22 its determination that plastic mattress handles manufactured by Fibre Conversion Company, Ltd., Toronto, Canada, are being, and are likely to be, sold at less than fair value within the meaning of the Antidumping Act, 1921, as amended. Customs field officers have been instructed to withhold appraisement of entries of such merchandise for not more than three months.

The case has been referred to the Tariff Commission for a determination whether an industry in the United States is being or is likely to be injured, or is prevented from being established, by imports at less than fair value. A public hearing will be held on Sept. 4, 1969.

During the period Jan. 1, 1968 through May 1, 1969, plastic mattress handles valued at approximately $142,000 were imported from Canada.

**Treasury Department: Goat Hair, Fur Skins**—The Office of Foreign Assets Control has added "soft dressed goat hair" to the list of commodities specified in paragraph 500.204(a)(2)(ii). Such hair is already a prohibited commodity but is now being separately listed in view of increased interest in imports. There are no excepted countries for this commodity.

Foreign Assets Control has also announced amendment of item 13 of the Appendix of paragraph 500.204 to reflect an interpretation that "fur skins" includes skins which have been dyed, bleached, trimmed, backed, sewn together, or any combination of the foregoing, but does not include fur scarves, stoles, coats, or other fur garments.

PEERING INTO THE GEMINI 12 CAPSULE is Frederick Durant of the Smithsonian Institute's National Space Museum, while Charge d'Affaires David Osborn of the U.S. Embassy in Japan looks on; Tanji Kosuge, Isetan's president awaits his turn in the rear. The capsule was shown on Isetan's roof.

TV TABLES AND LARGE ROUND TRAYS attracted both attention and sales in Tokyo. The trays and other outdoor-oriented supplies were among the most saleable items of the promotion. Sales of U.S. goods increased during the America Weeks display by 9% above normal receipts.

JEWELRY, PENS AND PENCILS AND PERFUME also showed good sales during Isetan's promotion. Visitors were drawn to the Botany, Parker Pen and perfume counters as store traffic increased 33.3% during the promotion. Colorful towels, plastic household goods and chocolates also caught attention.

# Barbecue items ar in Japan, Hong Ko

## U.S. consumer goods bought

Barbecues swept the home of gu powder and the land of the rising su as a space capsule and Miss Californ accompanying over $2.5 million in U consumer goods, moved into the Orient

Three department store chains in Ho Kong and four stores in Japan stag America Weeks promotions in the sprin Preliminary reports show total sales U.S. goods will be substantial.

Hosting the first America Weeks pr motion in Tokyo, the Isetan Departme Store held an eight day event from May selling $232,600 in U.S. goods. Thr other stores, Hankyo in Osaka, Kujisa in Sendai, and Meitetsu in Nagoia, he smaller promotions.

Attracted by new U.S. produc Gemini 12 on the store's roof and a d play depicting the life of Abraham Li coln, 1.6 million shoppers and curio Japanese visited Isetan.

Barbecuing is especially popular Japan now, if sales at the promotion modern outdoor cooking equipment a an indication. Pre-packaged charcoal a fire-starting fluids, making first appea ances in Japan, sold well.

According to Isetan officials, the Ame ica Weeks promotion was the most su

HONEST ABE visited Japan, represented by various artifacts and displays depicting his life, such as an old log-cabin and yard recreated for the promotion and accompanied by pictures and descriptions of the 16th President. A bust of Lincoln was donated to Japan's National Diet Library.

HELLO CALIFORNIA, theme of Shui Hing's America Weeks promotion, brought models and a cable-car mock-up to Hong Kong. The promotions at Shui Hing were responsible for $100,000 in U.S. goods sold during the event and for another $500,000 in new orders planned for the coming year.

# and capsule make splash ong for America Weeks

## ht by stores sold well at promotions

gun- sun, ornia, U.S. ient. Hong staged pring. les of pro- tment May 3, Three jisaka held ducts, a dis- Lin- rious ar in on of t are l and pear- Amer- suc-

cessful foreign promotion it has held, in terms of sales and customer interest, with many new products being introduced to the Japanese consumer for the first time.

The three Hong Kong stores, each featuring a different line of goods, cooperated in a simultaneous two-week April promotion. Each store's theme was distinct.

Palm trees waved under a paper sun and sky as a former Miss California cut the ribbon at opening day ceremonies at the Shui Hing main department store. Adding an extra touch of Americana was a model of a San Francisco cable car. Over $100,000 in U.S. goods were sold during the promotion and an additional $500,000 in a year's orders is expected.

Wing On stores, visited by over 30,000 people each day of the promotion, used the Gemini 12 capsule to help their promotional theme "U.S. in Space". Their total sales volume, 55.7% higher for the duration of the America Weeks promotion, amounted to $105,000.

"America, America", was selected as the theme of the Lane Crawford chain, which expects orders of U.S. consumer goods amounting to $500,000 during the coming 12 months.

HANDBAGS TO HATS AND BELTS TO BEADS were on display at the Lane Crawford stores in Hong Kong. Above, a ladies' ready-to-wear department was created with U.S. goods. Displaying fruits and the space walk, the Shui Hing and Wing On store fronts, below, announce the promotions inside to passersby.

HATCHES, SCUTTLES AND WATERTIGHT DOORS by Jardine Enterprises, Levittown, Pa., above left, gages by American Standard, above center, and a Flume Stabilization System displayed by John J. McMullen Associates, Inc., New York, above right, attracted visitors to the Marine Equipment Exhibition.

# Top audience drawn to marine exhibition

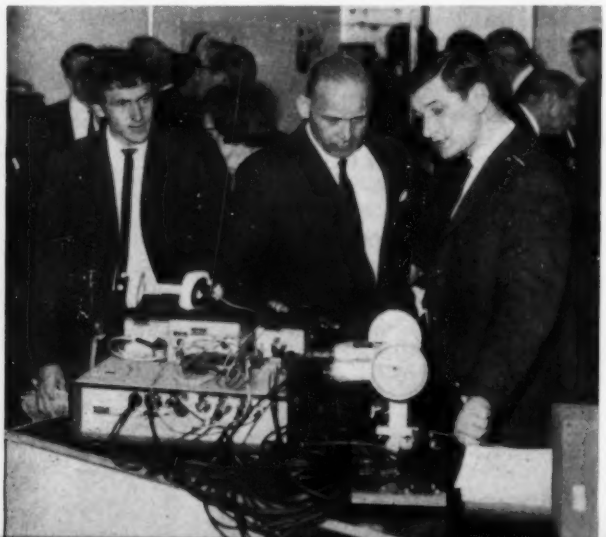
A highly qualified audience led to promising sales results at the recent Marine Equipment Exhibition at London's U.S. Trade Center. Participating through 22 exhibitors, 23 firms wrote $240,000 in floor orders and are estimating over $3.1 million in follow-on sales in the next year.

The three firms seeking overseas representation at the June 11-18 show were negotiating with numerous prospects at its close. American Standard, International Export Division of New York, was reviewing 17 candidates.

Of the 631 registered visitors at the show, many were also attending the International Marine and Shipbuilding Conference underway in London during the exhibition.

Achieving good sales at the show was the six-month-old Marine Digital Systems firm, of North Plymouth, Mass. The firm was entering exporting for the first time and was displaying computerized marine navigational systems.

WORKING THE CONTROLS of a model marine engine control system, above, an exhibition visitor discusses new advances in marine technology with an official of Wabco, an American Standard affiliate. A model of the liner United States was featured in the Trade Center window, below left, and right, three businessmen inspect modern communications equipment exhibited by one of 23 participating firms.



# Traveling exhibition scores high sales in southern Thailand

Selling ice machines to bowling alleys and air-conditioners, 19 agents representing 51 U.S. manufacturers toured southern provinces in Thailand promoting U.S. goods.

The late spring touring exhibition was the largest and, in terms of sales, the most successful of four such shows held in Thailand. Combined floor sales and future orders topped $1 million.

Over 1300 tradesmen registered during the traveling show. It featured not only new products but over 20 new firms marketing goods in that region. Agents were able to meet with Thai businessmen planning major projects such as hotels and refrigeration plants and to identify a significant number of potential customers.

Floor sales in Haadyai, Nakorn Sri Thammarat and Phuket totaled $163,053. Projections for additional sales over the next 12 months were $872,537.

This U.S. Trade Center organized exhibition was formed to aid manufacturers seeking to take full advantage of the increasing purchasing power found in the southern provinces.

Of all participating firms, only Eastman Kodak Co., Rochester, N.Y., was primarily interested in market research and product testing. The other participants were seeking exposure to new business prospects.

Over 30 new customers were identified by the Thai agent for Chrysler air conditioners. Floor sales hit $53,886 and projections total $335,492. Chrysler Airtemp of Nashville Inc., a subsidiary of Chrysler Corp., Detroit, was the participant.

Although the representative for Vilter Manufacturing Corp., Milwaukee, only showed literature on his products, he concluded sales for two refrigeration plants near Nakorn Sri Thammarat for $67,146, and projections now total $182,962.

With the growth of bowling as a sport in Thailand, and its introduction into the southern provinces, Brunswick Corp. of Chicago projects $216,000 in sales. Brunswick had not been active in southern Thailand before.

Other firms reporting satisfactory results from the touring exhibition were Ridge Tool Co., and the York Division of the Borg-Warner Corp., York, Pa.

## Autumn youth equipment fair will be held in Cologne

Manufacturers of children's articles will meet at the autumn international fair For The Child in Cologne, Germany. The Oct. 24-26 exhibition will be the 15th show in 10 years featuring products for children.

Prams, furniture, clothing, sportswear, toys, wicker articles, special books, and associated goods such as maternity clothing, playground equipment and goods for the manufacturer will be on display.

The spring fair For The Child attracted 1,750 visitors from outside Germany and some foreign buyers even traveled to the fair in parties up to 100 persons to carry out a study of the German market.

**Write:** German American Chamber of Commerce, Inc., 666 Fifth Ave., New York, N.Y. 10019.

## Finnish Industries Fair invites U.S. businessmen

U.S. businessmen are invited to visit the Finnish Industries Fair in Helsinki displaying only Finnish made goods from heavy machinery to glass and jewelry. Held at five year intervals, the Sept. 19-28 fair will be the 50th anniversary fair.

Organized by the Finnish Fair Corp., the fair will feature 271 participating companies specializing in building, electronics, interior decoration, advertising, plastics, transportation, textiles and most other Finnish industry.

For information on the fair, **write:** Osuuskunta Suomen Messut, Helsinki 25, Finland.

## Cycle, motorcycle companies will hold exhibition in Milan

Over 650 exhibitors are expected to participate in the 41st Cycle and Motorcycle International Exhibition in Milan, Nov. 22-30.

Bicycles, motorcycles, scooters, mopeds, vehicles for special purposes, engines and parts, and accessories for all modes of transportation on display will be shown. A motor-vehicle test track will also be featured.

Exhibition officials are anticipating more than 200,000 visitors will attend the show.

For further information, **write:** General Secretary, 41st Cycle and Motorcycle International Exhibition, Via Mauro Macchi 32, Milan 20124, Italy.

# *EXHIBITION* BRIEFS *WORLDWIDE*

TENTH DOMESTIC HOUSEHOLD APPLIANCES FAIR, Sao Paulo, Brazil, Apr. 19-May 4. Over 600,000 visitors attended this show which included displays from appliances and furniture, china and glassware, to refrigerators and washing and drying machines. Six U.S. manufacturers were represented through South American subsidiaries. Several of the 200 exhibitors promoting new products through the show employed contests and music shows to boost sales. The exhibition was timed to coincide with the Italian Mechanical Fair also in Sao Paulo. Dates for the next show are not available.

AIR MARKET EGELSBACH '69, Egelsbach, Germany, May 15-18. Meetings, rallys and air-acrobatics highlighted the Seventh International General Aviation Special Fair, held at the Egelsbach airfield. Through foreign agents, seven U.S. manufacturers participated in the fair, along with 29 other German and European firms. Approximately 20,000 visitors attended the annual show, and 300 persons indicated serious interest in private aircraft. Major product categories with potential for U.S. firms include all forms of aircraft and field instruments and accessories. Next show, May 28-31, 1970.

24th MEDITERRANEAN FAIR, Palermo, Italy, May 24—June 8. Twelve U.S. firms and the U.S. Consulate mounted exhibits at this annual fair which attracted 3,325 participants and over 700,000 visitors. Fiat had the largest display of the fair. A shoe-makers convention and meetings of agriculturists, commercial agents, and a roundtable discussion between Common Market and African nations also took place. Agriculture equipment and building supplies appear good for U.S. exporters. Next show, May 1970.

FIRST INTERNATIONAL EXHIBITION OF SPORTS FACILITIES AND BATH INSTALLATIONS, Cologne, Germany, May 15-18. Held with an accompanying congress, the show attracted 6,000 tradesmen from 27 countries to exhibits by 233 manufacturers of 11 nations. Information on economical planning and construction of sports facilities was the major concern of many. Pool and bath construction, home saunas, and sports catering facilities also attracted interest. Dates for the next show are not available.

# Jordan continues revival

## Arab aid, construction upturn key factors in recovery; imports back to pre-war levels

The past year has seen a remarkable revival of economic activity in East Bank Jordan, according to the annual Economic Trends Report from the U.S. Embassy in Amman. The June 1967 war had left the economy in a state of shock, with the West Bank occupied by Israel and the East Bank economy disrupted by apprehension about the future, a flood of refugees and the loss of West Bank property, markets and supply sources.

Shortly after the war, however, the Jordanian Government received some $55 million in emergency grants from other Arab countries. Then at the Arab Summit Meeting in Khartoum in August 1967, Libya, Saudi Arabia and Kuwait promised Jordan £40 million a year "as long as the effects of the aggression last." This massive Khartoum assistance, plus lesser amounts from Western aid donors, enabled the Government substantially to increase its domestic expenditures, thereby sustaining employment and consumer demand. Continuance of the current growth of economic activity depends upon a continuing high level of Government expenditures which in turn depends on the infusions of Khartoum grants.

With imports back up to pre-war levels, the prospects for U.S. exports to Jordan are much improved. The best opportunities are probably in consumer durables, such as household appliances and furnishings, in construction equipment and in smaller-scale manufacturing equipment.

It must be stressed, however, that considerably greater efforts on the part of U.S. firms will be required if the United States is to recover its former share of the market. From 18% in 1966, this share fell to 12% in 1967 and to 11% in 1968. Part of the reason for the fall in U.S. exports was the cessation of U.S. budget support grants to Jordan as of the last quarter of 1967. About half of these grants were tied to purchases in the United States. Without such guaranteed imports, it is clearly harder to maintain markets in Jordan for American exports. Also, Jordanian importers are encouraged to buy from other countries by the long payment terms which these countries offer.

On the other hand, the presence of American products in the Jordanian market for the past several years has created a predisposition in their favor, which it is important to retain. Visits by regional marketing managers and sales representatives of U.S. firms would be most helpful in this respect.

### Money supply expanded

A side effect of the Arab grants was a dramatic 25% expansion in the money supply in the second half of 1967 as the Government spent newly created dinars against the Khartoum foreign exchange receipts. For the first eight months or so after the June war, the increased money supply did not result in increased demand or significantly higher prices because people were hoarding their cash against an uncertain future. But by mid-1968, many people had apparently decided that their cash cushions were well enough padded and began to spend more.

At present there remains a large reservoir of hoarded excess liquidity in the economy, which represents a pent-up consumer demand. Although the money supply is expanding much more slowly, a larger share of current income is being spent, so that consumer demand will probably remain fairly high, barring a serious escalation of the fighting with Israel.

The Amman consumer price index was 108.7 at the end of June this year compared with 95.5 in 1967 and 98.8 in 1968 (100=monthly average for 1967). Most of the increase is due to the short supply of fruit and vegetables from the West Bank and the East Ghor. But the higher cost of living also results from higher wages and rents and increased prices for imported goods. With the increased propensity to consume current income, there is reason to believe that prices will continue to rise.

Although there are no current figures on unemployment in Jordan, knowledgeable observers believe that because of recruitment by the Army and the fedayeen, the building boom and the Government's large domestic expenditures there is relatively little current unemployment. The rise in construction workers' pay has to some extent spread to other industries. The wages of skilled workmen have gone up as Jordanian employers try to compete with the high wages paid in Saudi Arabia, Kuwait and Libya which, as in the past, are drawing off some of Jordan's skilled manpower.

### Construction boom spurs industry

The increased willingness to spend has found a favored outlet in housing construction. The boom began in the first few months of 1968. By the end of that year, the Amman Municipality had issued 60% more building permits than in 1966, the last full year before the war. And through June of 1969, 621 building permits were issued compared to 338 for the first half of 1968.

The construction boom is due to several factors in the post-war economy in addition to the expanded money supply. Most important is the large increase in the East Bank's population because of the flight from the West Bank during and after the June war of some 300,000 refugees. Half of them came to Amman and rents went up rapidly. To escape the high rents, many refugees and other people began to build their own houses. Others with money to invest were attracted by the high rents and built houses to let out. Another major

### GNP should rise

Assuming continuation of the present trends in government spending, construction, and industrial and agricultural production, Jordan's gross national product in current prices will probably show a sizable increase for 1969. Real GNP should also be up modestly. Unless total investment increases, however, real GNP should not be expected to grow in the future at anything like its pre-war average of 9% a year.

Preliminary estimates indicate that there was a slight fall in current price GNP in 1968 which was mainly due to a drop in the value of agricultural production. Current price GNP was $575 million in 1967, and was estimated at $567 million in 1968.

factor favoring construction is the Arab preference for real estate as a store of wealth.

Construction is an industry which reaches widely into other parts of the economy with demands for building materials, furnishings and various skills. Consequently, cement production for the first quarter of 1969 is nearly 40% above that for 1968, and the steel re-rolling mill, which produces construction rounds, is running at full capacity. Furniture makers are busy and some are expanding their shops. Wages for construction workers have gone up by 30 to 40% and the overall cost of construction is up by about 15% since the war.

In effect, private construction has joined the high level of government spending as one of the two main engines of Jordan's economic recovery. Other industries have benefited from the consumer demand resulting from increased employment in building. The value of industrial production was up 27% in the first quarter of 1969 compared with that of 1968. Domestic production of such products as shoes, clothing, soap, paint, cigarettes, and soft drinks has returned to or exceeded the pre-war level despite the loss of the West Bank market.

A few industries have developed export markets to absorb production normally sold in the West Bank. Cement exports were four times as high for the first quarter of 1969 as in 1968, although this rate will probably not continue throughout the year because of greater domestic demand during the peak summer building season. Cigarette exports are also up from 1968 and are running well above the pre-war level.

Phosphates production and exports were little disturbed by the war and have continued their steady increase. During the first quarter of 1969, production was up 28% and exports up 9% from 1968. The Zerqa Oil Refinery's output also increased by about 30% compared with the first quarter of 1968.

## Crops good on East Bank

Crops on the East Bank highlands should be good this year because of the ample and timely rains last winter and spring. The summer wheat crop is already harvested and preliminary estimates put it well above last year's yield. Other field crops (barley, pulses and vetch) are also good and summer vegetables grown on the highlands are reportedly doing well.

Against these gains must be offset the large losses in agricultural production in Ghor as-Safi and particularly in the fertile, irrigated East Ghor area of the Jordan Valley, where daily fighting keeps most farmers from their fields. The Jordan Valley, lying several hundred feet below sea level, is a natural hothouse and its vegetables and fruit bring good prices because they can be marketed several weeks earlier than elsewhere in the region.

Prices to farmers for the highland field crops are low this year because of the good harvest. Wheat prices are especially low because shipments to normal markets on the West Bank are much reduced by the sale there of low-price wheat flour from Israel. Vegetable and fruit prices, on the other hand, are very high because of the short supply from the Jordan Valley and the West Bank. It is difficult, therefore, to estimate the value of agricultural production this year, but the good wheat harvest should put it higher than last year and above average.

**TRAFFIC IS HEAVY on King Feisal St., which runs through the downtown business section of Amman. A construction boom that began early last year has spurred activity in other parts of Jordan's economy.**

## Private investment improving

There are few current figures on private investment but there is little doubt that, apart from construction, it remains low. There are, however, some signs of renewed interest in adding manufacturing capacity. The Industrial Development Bank, for example, reports that by the end of May its loan disbursements were already about $708,000 compared with $1,061,000 for all of 1968. The cement plant put a fourth kiln into operation early this year and the Zerqa oil refinery is doubling its capacity. Soft drinks are selling very well and one company has ordered equipment to triple its output. A new dairy has recently opened. Other new facilities are planned for plastics manufacturing, storage batteries and, as mentioned above, furniture making.

The Jordanian Government's civil expenditures in 1969 may be down by $15 to $20 million. During post-war 1967 and 1968, the Government gave emergency assistance to companies in difficulty because of the after-effects of the war and increased its contributions to some semi-public agencies in order to keep up employment and demand. Because of the revival of the private sector economy, these extraordinary expenditures have fallen off and civil expenditures have consequently declined from last year.

Military spending within Jordan, however, is increasing and total government domestic expenditures will probably be about the same as last year. If so, they will again be well above pre-war domestic spending; civil recurring expenditures will be a third higher and development spending a quarter higher than in 1965/66 (Jordan's fiscal year was April through March until 1966, but since 1967 it coincides with the calendar year). Since a relatively small share of post-war domestic expenditures go to the occupied West Bank, the amounts spent on the East Bank alone have increased even more than indicated above.

Total government expenditures may

THIS PLANT CONTRIBUTED to the 28% increase in phosphates production in the first quarter of 1969. The value of all industrial output was up by 27%, as business adjusted to loss of the West Bank market.

rise to about $250 million this year, 15% higher than in 1968 and nearly twice the amount spent in 1965/66. Nearly the entire increase from 1968 will be in government payments abroad and this will be an important factor in the anticipated decline in foreign exchange reserves discussed below.

Total revenues may amount to about $225 million in 1969, of which Khartoum grants will be $106 million. Domestic revenues, rising because of the economic revival, may be $100 million and foreign development assistance apart from the Khartoum grants may be around $20 million. The $25 million budget deficit will have to come mostly from a draw-down of government deposits, possibly supplemented by the issue of additional public debt.

## Shift in balance of payments

Jordan's balance of payments for 1969 may show the first deficit on current and capital accounts since 1963. Imports have been rising fairly steadily from the low point reached just after the June war and were higher during the first four months of this year than in 1966, despite the loss since then of the West Bank market. Imports into the East Bank alone are therefore much higher than before the war.

Balance of payments figures for the first quarter of this year show a deficit of $15.9 million, compared with a surplus of $16.5 million for the same period in 1968. The main elements in this shift were a $9.3 million increase in the import bill to $42.5 million in the first quarter of this year, and a change from a $4.1 million surplus in net services to a $16.1 million deficit as a result of increased government payments abroad.

The first quarter's trends seem likely to continue during the rest of the year. Assuming that imports will rise to $182 million and exports fall to $36 million (because of lower exports of fresh agricultural produce this year), the trade gap would be $146 million. With continued high government spending abroad, the net services deficit could be about $40 million, assuming that tourism earnings and remittances from Jordanians working abroad remain at only 40% of the pre-war level. Receipts from foreign grants and loans will probably be about $147 million.

## Exchange reserves may fall

If the above estimates are roughly correct, the 1969 balance of payments deficit on current and capital accounts will be about $38 million. Since this deficit will have to be financed largely from Jordan's foreign exchange reserves, these could be down from $306 million at the end of 1968 to $268 million at the end of this year.

Foreign exchange reserves were about $280 million on June 30. Setting aside the legally required 100% foreign exchange currency cover, free foreign exchange reserves were $85 million, which is equal to the cost of about six months' imports at the import level for the first four months of this year. As noted above, however, foreign exchange reserves are expected to decline and currency in circulation to increase so that free foreign exchange reserves will be lower by the end of the year, perhaps enough to cover only five months' imports.

Given a perpetuation of the status quo (i.e., no peace, no war, and continued Khartoum subsidies), Jordan's economy should continue its recovery from the disruption left by the June war. As suggested above, many Jordanians already hold a reasonable cash cushion against an uncertain future and have apparently become sufficiently accustomed to the daily news of clashes with Israel to spend a larger share of their current income. Demand should therefore increase and imports, local production and trade should rise with it.

In a sense, the revival is a hothouse growth because it depends on the artificial stimulation of heavy government expenditures made possible by the Khartoum aid and on the demand for housing created by the refugee influx. But these factors should continue to act on the economy for some time to come. There is no sign thus far that the Khartoum donors will reduce their subsidies or that the housing market is becoming satiated.

## Rising imports may be problem

Although rising imports and large government expenditures abroad may lower Jordan's foreign exchange reserves to $268 million by the end of the year, this would still be $60 million more than they were just before the June war. If reserves continue to fall, the Government may find it necessary to place moderate restrictions on imports but there should be no need for drastic controls as long as the Khartoum subsidies continue. Import restrictions would, however, reinforce the present pressure on prices (such as the excess liquidity in the economy and the short supply of agricultural produce from the East Ghor and the West Bank) and Jordan might then face a more serious problem of price inflation.

If some political settlement were reached with Israel, the Khartoum subsidies would probably soon stop and the potential demand now held in cash hoards would become effective. Problems would result both for the Government's budget and, as imports increased, for the balance of payments. But peace would also boost private sector investment and eliminate part of the need for heavy government spending, particularly for military expenditures. The return of the occupied territories would both encourage greater production and get Jordan's tourism industry back on the promising pre-war track. For American business, a return of peace and security to Jordan would mean a larger market for exports and a much improved investment climate.

# Norway will adopt tax on value added

### Becomes effective Jan. 1, 1970; will replace general sales tax

A 20% tax on value-added (TVA) was recently approved by the Norwegian Parliament and will become effective on Jan. 1, 1970. This tax, which is part of a sweeping reform of the Norwegian tax system, will replace the present 13.64% single-stage general sales tax.

The objective in adoption of the TVA is to shift the emphasis in the tax system to a greater reliance on indirect taxes for state revenue. Its imposition will make a much larger range of goods and services consumed in Norway subject to taxation. Under the present general sales tax the Government reports that 65% of private consumption is taxed, whereas under the TVA it is anticipated that about 72% of private consumption will be subject to taxation.

The TVA will be applied to both imported and domestic goods and services. Imports will be taxable at the time of importation with the tax levied on the duty-paid value.

### Exemptions are listed

Exports of goods and services will be exempt from the TVA. Other exemptions will include: goods intended for use on foreign ships and aircraft, goods for use on ships engaged in foreign traffic, the sale of ships and vessels exceeding 25 gross register tons and passenger and cargo aircraft, newspapers, books, magazines and periodicals, admission fees for entertainment, mass public transportation services and various health and social services.

To offset the effects of the higher level of the TVA over the current sales tax, reductions will be made in personal and corporate taxes, including abolition of double taxation of dividends. There will be a change in the application of the personal income tax resulting in the exemption of about one-half million taxpayers.

New measures also have been adopted to provide increased allowances for children and supplementary payments to recipients of old age pensions and disability benefits. This was done to compensate for the 5.8% increase in consumer prices which the Government expects to result from introduction of the TVA.

### New investment tax

The new tax legislation also provides for an investment tax of 12.5% to be levied on both domestic and imported investment goods. The base for this investment tax will be the purchase price or, in the case of imported goods, the duty-paid value. It will also be applied to the value of any work performed by a foreign national on imported machinery.

## Korea exempts several items from special import duty

A recent ruling of the Korean Ministry of Finance exempts from the special customs duty sulfur, crude petroleum, wheat, barley, sawn logs, raw cotton, and a wide variety of machinery including textile machinery, agricultural machinery, food processing equipment, and machine tools. In addition, the special customs duty will no longer be collected on electrical machinery and testing equipment on which the customs duty is 20% or less.

Commodities imported by Korean Government authorities or items receiving normal customs duty exemptions are also not subject to this assessment.

Under 1964 legislation, Korean customs authorities have been levying a special customs duty on commodities that realize 'excess' profits. The dutiable excess profit is calculated as the difference between the domestic wholesale price and the landed price of the imported goods, to which is added the customs duty and commodity tax assessments, and a 30% margin to cover normal handling charges and profits. A rate of 70% if the customs duty on the product is less than 40%, or 90%, if the customs duty exceeds 40%, is levied on the excess profit derived from the calculation.

## Venezuelan firm to buy GE power plant with U.S. loan

The Export-Import Bank has authorized a $2.8 million credit to a Venezuelan privately-owned electric utility company. The credit will finance U.S. costs of a two-unit gas turbine power plant with a capacity of 35.1 megawatts to be furnished by General Electric Co. (IGE Export Division), which will participate in Eximbank's credit to the extent of 10% of the contract price of the equipment.

The Venezuelan recipient, C. A. Energia Electrica de Venezuela of Maracaibo, furnishes electric power to the city of Maracaibo and surrounding rural areas.

Several other Venezuelan firms have benefited from Eximbank loans in recent years. The Orinoco Mining Co. received a $50 million credit last year for the purchase of U.S. equipment and services. In 1967, four loans totaling $28.6 million were granted to Venezuelan companies.

## Australia, New Zealand may raise some import barriers

The Australian Department of Trade and Industry has received a request for a review of protection, and for temporary protection pending the outcome of that review, against imports of vegetable oils falling within paragraphs 15.07.93 and 15.07.99 of the Australian Customs Tariff.

The United States is a significant supplier of two varieties of vegetable oils in those categories, namely Safflower Seed Oil and Soya Bean Oil. Imports from the United States for the 12 months ending June 1968 were as follows: Safflower Seed Oil, total imports, $1,060,166 of which 95% or over $1 million was from the United States; Soya Bean Oil, $2,415,446, of which 53% or $1.3 million was from the United States.

U.S. exporters, in accordance with the procedures outlined in INTERNATIONAL COMMERCE of August 28, 1967, may submit evidence concerning the inquiry through their Australian distributors.

The Tariff and Development Board of New Zealand has announced that it will hold public inquiries on the level of protection which should be afforded certain products.

The tariff numbers, product descriptions, and dates of the inquiries are as follows: 82.04.22, pressure force feed oil cans of capacities not exceeding 1¼ pints, Aug. 26; 90.17.11, incubators for premature infants, Aug. 27; 82.06.00, knives and cutting blades, for machines or for mechanical appliances, Aug. 28; 82.05.03, paint mixers (or stirrers) for use with hand or power drills, Sept. 16; and 63.02.00, used or new rags, Sept. 17.

U.S. suppliers wishing to submit evidence opposing increased tariff protection or quantitative controls for these items should refer to the Feb. 10 issue of INTERNATIONAL COMMERCE for information on the procedures to be followed.

# U.S. production and distribution sought for Swiss, Dutch, Norwegian items

**Items include water system, laboratory equipment, barrel made of polyethylene, radio transmitter components, wrenches**

Manufacturers in Switzerland, The Netherlands and Norway are seeking U.S. licensees to produce and distribute their products in the United States.

Products offered are a water ozonification system, laboratory equipment, pressure barrel made of polyethylene, radio transmitter components, a patented measuring instrument, and special universal wrenches.

For additional information and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

• A Swiss company is seeking a U.S. licensee to produce its newly-developed ozonification system.

This system, with applications in industry and laboratories, consists of a generator capable of producing the ozone directly at the place of use. The principle of the ozone production is based on the splitting of oxygen molecules into oxygen atoms by introducing electrical energy in air containing oxygen. The air is directed through a narrow circular space between two electrodes, producing silent discharges splitting parts of the oxygen molecules. The resulting oxygen atoms link up with other oxygen atoms and form the desired ozone. The ozone is then conveyed into a special container where the gasification process takes place.

This new and simple system makes it possible to replace old and more complicated systems which are presently still in use. The same method is also applicable for small ozonificators in laboratories and chemical plants.

The system is used successfully in Switzerland. **File 1785.**

• A Swiss manufacturer of laboratory equipment is seeking a U.S. licensee to produce its line.

Its line consists of pH recorders and meters, injection pumps, and test flask shakers. **File 1786.**

• A Dutch company is seeking a U.S. licensee to manufacture its patented pressure barrel made of polyethylene.

This barrel was invented for use primarily as a beer container for the brewery industry, but it can also be used for other products such as ciders, vinegar, sweet drinks, and liquid sugar, requiring shipment in pressure barrels.

The company reports that the advantages of this polyethylene barrel are: fixed volume; resistance to temperature changes; and non-corrosiveness. It is gas tight, dent free, and light weight. It offers freight savings; has no residue, no beer scale and no germ breeding areas. The barrel is also noise free, taste and smell free, and has no inner coating. It can be sterilized with steam up to 120° centigrade, and for ease of identification, the barrels can be made in various colors.

The product is patented in many countries. **File 1787.**

• A Norwegian firm is seeking a U.S. licensee to produce its MF/HF exciter with frequency synthesizer for marine radio transmitters.

This exciter is an all solid state device covering the frequency range of 400 kHz to 26 MHz. Integrated circuits are used extensively. For telephone emission, the voice frequency band has an effective bandwidth of 350 Hz to 2,700 Hz. The mixing frequencies are supplied from a built-in synthesizer which is controlled by a single master oscillator.

Primarily, the exciter has been designed to control a shipboard radio transmitter. It can operate with the emission types A1, A2H, A3A, A3J, and F1 over the entire frequency range. Furthermore, the exciter provides remote-controlled band selection for the power amplifier of the transmitter according to the frequency set on this exciter. **File 1788.**

• A Swiss inventor seeks a U.S. licensee to produce his patented wrenches. One type is an adjustable socket-box spanner-beak wrench which can take the place of a handful of wrenches with open-end and pointed box-end openings. The other type is an adjustable socket wrench and box spanner. Each type of wrench is easily adjusted for size, and each is so engineered as to avoid slippage and damage. The Swiss inventor was awarded a medal for his wrenches at the 1966 International Inventor's Fair at Brussels. **File 1664-R.**

• A Swiss inventor is seeking a U.S. company to produce his patented ruler. This ruler is a universal measuring instrument capable of being used in wide varieties of ways, in workshops, factories or engineering offices. It can also be used in the construction of vehicle bodies, in the manufacture of automobiles, airplanes, and machinery, railways, installations, and the construction of buildings.

This measuring instrument is provided with a water-level which can be adjusted in a complete circle, thereby enabling horizontal and vertical positions and any desired angle to be set, checked and fixed. In this way it is possible to check and ascertain the exact position or angle of machinery parts or other bodies. The deviations from the horizontal or vertical positions are measured with a movable arm and are read off on the scale. The range of application of the measuring instrument is unrestricted. It can be used as a measure of inclination up to 15 degrees of exactness, and also as a square-rule.

The instrument can be supplied with: 1) a rotary water-level; 2) a socket constructed as a prism and also with a water-level; 3) a movable ruler for special purposes, for example, angular measurements in hollow spaces.

Both the socket and the ruler can easily be taken apart. Owing to the special construction of the instrument, it is possible to measure, fix and transfer already existing or projected angles from the inside, and by the special use of the water-level rotating in a complete circle. to measure angles and straight lines or edges as seen from below. This measuring instrument was awarded a silver medal at the Brussels International Inventor's Fair. **File 1665-R.**

## South African firm wants to make automotive items

A South African producer of fuel tanks and other automotive equipment seeks licenses to manufacture oil, air and fuel filters and alternators for the automotive industry.

**Write:** Mr. Seef, Auto-comp Manufacturing Co. (Pty) Ltd., P.O. Box 33200, Jeppestown, Transvaal, South Africa. WTD. **P-70063.**

# German producers look for U.S. ties

Three German companies are seeking U.S. ties for the production of venetian blinds, vacuum packaging machinery and machine tools.

• A German manufacturer of electrical apparatus seeks to produce small vacuum packaging machinery through some type of collaborative agreement with a U.S. firm. The German concern wishes to utilize excess capacity and capital in such a project.

**Write:** Rudolf Klotzbucher, mgr., Market Development, German American Chamber of Commerce, 666 Fifth Ave., New York, N.Y. 10019. **P-70071.**

• A large German machine tool manufacturer is seeking a joint venture sales and service agreement with a U.S. manufacturer of machine tools.

Products of the German firm, established in 1916, enjoy a world wide reputation. The company maintains its own international sales organization.

**Write:** Klopp-Werke GmbH, 15-25 Obenitterstr., 565 Solingen 19, Germany. WTD. **P-70057.** Additional information on this opportunity is also available from the Office of International Investment (BIC-878) U.S. Department of Commerce, Washington, D.C. 20230.

• A German manufacturer of awnings and window shades is interested in a licensing arrangement with an American firm for the manufacture of venetian blinds, curtain walls and panels for exterior walls. It would also like licenses to expand its existing line of awnings and window shades.

The firm currently has sixty employees and reports annual sales of approximately $1,750,000. It installs its products and operates a sales and service organization with 150 agents.

**Write:** Hans-Joachim Paulick Eurosett-Jalousettenfabrik, 133 Haupstrasse, 7461 Laufen/Eyach, Kreis Balingen, West Germany. WTD. **P-70054.**

## British manufacturer wants to broaden line

A well known British manufacturer of specialized fire detection and extinguishing equipment; electrical and electronic test and monitoring devices; explosion venting apparatus; overheating detection and control equipment; acceleration devices; pneumatic and explosive actuators; and hand tools seeks a licensing or sales agency agreement for equipment complementary to its product line.

The firm, an affiliate of Wilkinson Sword Ltd., claims that it has the capabilities to undertake the manufacture of any type of product for household, horticultural, industrial, medical or transportation use.

The company has 17 overseas agencies and five subsidiaries.

Firms desiring additional information should **write:** Graviner (Colnbrook) Ltd., Poyle Mill Works, Colnbrook, Buckinghamshire, England. WTD **P-70062.**

### Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

## Swiss firm wants to make paper packaging materials

A leading Swiss paper mill seeks a license to manufacture paper, paperboard, pulp products and other advanced materials utilized in the packaging industry.

The firm, which reports annual sales of more than $10 million, is well known to the printing and packaging industries of Switzerland.

**Write:** Baumgartner Papiers S.A., Place de la Gare 10, 1001 Lausanne, Switzerland. WTD. **P-70060.**

# Mauritius-based firm seeks to expand line

A well established Mauritius concern with interests in the jewelry, watch, pharmaceutical, medical and electronics fields seeks a joint venture, license or technical assistant agreement.

The firm is interested in the assembling of electronic and electric components such as micro circuits, printed circuits, custom built control panels, and telephone switchboards; the manufacture of precision armaments, time pieces and instruments; and the processing of jewelry to include engraving.

The Port Louis company has established a plant in association with a Swiss concern for the drilling of jewel bearings, which are returned to Switzerland for further processing and marketing. It is also a partner in a newly organized computing service.

**Write:** Poncini & Fils Ltd., P.O. Box 437, Port Louis, Mauritius. WTD.

To obtain further details about this opportunity interested U.S. companies should **write P-70077,** Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230.

# Opportunities open in Asian region

The Regional Corporation for Development (RCD) established jointly by Iran, Pakistan and Turkey to coordinate plans, promotion, and implementation of (feasible) investment projects, and to facilitate trade between the members has recently released a list of over 50 approved projects to be divided among the three countries.

Participation in the ventures by private foreign companies is welcome and in a number of instances negotiations have been initiated with foreign concerns.

The projects include opportunities for the manufacture of chemical products such as carbon black, bleaches and dyes, earth moving equipment, diesel engines, polyester fibers, and electrical equipment.

U.S. companies contemplating investment in this region and interested in obtaining additional information about the operations of the RCD may write **P-70078,** Office of International Investment, Department of Commerce, BIC-878, Washington, D.C. 20230.

## NATO center in Portugal to expand airfield

### Firms interested in participating must register by Aug. 15

The Comissao Executiva de Infraestruturas OTAN, of the Secretariado-Geral da Defesa Nacional, Portugal, intends to request bids for the enlargement of the airfield in Porto Santo.

Firms interested in participating in the bidding are invited to register their intention to bid no later than Aug. 15.

The call for bids covers the following works, located on the island of Porto Santo, Madeira, Archipelago: earth works, 1,230,000 m3; concrete drains, 3,400 mts; pavements with asphalt concrete, 3" thick, including "macadam" base, 27,100 m2; construction of an aircraft parking platform in oiment concrete 0.30 m thick, 24,000 m2; construction of roads, 9,000 m2; construction of two buildings 1,080 m2; construction of ammunition storages, 343 m3; construction of utilities including about 2,800 mts. of fences, electrical distribution system, internal telephone system, etc., embarkment on the south over-run, 44,300 m3; and tie-downs.

The total cost of the works is approximately $734,000.

Firms participating in the bidding must be eligible for NATO International Competitive Bidding. For information on this certification, contact Wallace H. Pederson, Chief, Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230.

All correspondence shall be addressed to: Secretariado-Geral da Defesa Nacional, Comissao Executiva de Infraestruturas OTAN (CEIOTAN), concurso Para a Ampliacao de Aerodrome de Porto Santo, Rua Ricardo Espirito Santo, 7-1° Esq°, Lisboa, Portugal.

## Brazil issues tender for supply of chemicals

The Centrais Electricas De Minas Gerais S/A (CEMIG) Brazil, is requesting proposals for supply of the following material for the Jaguara Hydroelectric Power Plant: 1) rust preventive paint material, quantity of approx. 70,700 kg.; 2) cleaning solvent for paints above, quantity of approx. 3,535 kg. Bid deadline is 2 p.m. (local time) Sept. 15.

Negotiations with CEMIG will be held directly by manufacturer's head office or through branch offices or subsidiaries. CEMIG prefers not to deal with intermediaries or agents.

The International Bank for Reconstruction and Development has granted CEMIG a loan, the proceeds of which will be applied for payments involved in this tender. Applicants for tender must be from member countries of the bank or from Switzerland. Proposals, together with adequate written information, in Portuguese or in English, on the following items is to be submitted: 1) Manufacturing experience on the material above; 2) description of research and testing facilities.

Manufacturers wishing to receive complete specifications and conditions for tendering of the above mentioned material, should contact CEMIG by Telex No. DCT 037-159 giving their name and address. Contacts and proposals must be addressed to: Centrais Electricas De Minas De Gerais S/A, CEMIG, Materials Superintendence, Av. Afonso Pena, 1500-11-Andar-Belo Horizonte, MG, Brazil.

### Greek Ministry invites bids on communications equipment

The Greek Ministry of Commerce has issued Tender No. 4/378/69, for the supply of transceivers. Bid deadline is Aug. 28, 1969.

Bid should offer 18 units, six-channel, 146-174Mhz 10-watt transceivers; 160 units, two-channel, 25-50Mhz 100-watt mobile transceivers; 10 units, two-channel, 146-174Mhz 30-watt transceivers; 25 units, two-channel, 25-50Mhz, 30-watt transceivers.

Copies of tender announcement and specifications are available from the Ministry of Commerce, State Purchases Directorate 4, 50 Socratous St., Athens, Greece, or on a short-term loan basis to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: Code 202-967-4823).

### Burma issues tenders on recording tape

The Government of the Union of Burma, Myanma Export/Import Corporation, has issued Tender No. MEIC/14/T-4, for the supply of recording tape. Bid deadline is Aug. 18, 1969.

Bid should offer 15,000 reels 1.5-mil. tape 1,200 feet long and 20,000 reels 1.5-ml. tape, 1,800 feet long.

Copies of tender announcement and specifications are available from the Manager, Electrical Stores, Import Division, Myanma Export/Import Corporation, 577 Merchant Street, Rangoon, or on short-term loan to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: Code 202-967-4823).

### Brazil to buy steel pipe and electrical equipment

The Cia. Metropolitana de Agua de Sao Paulo (COMASP) Offices in Sao Paulo will purchase 138 kv. transformers, switches, and other electric equipment for substations and steel pipes with I. D. of 3.9 meters. Bid deadlines Sept. 10 and 15, respectively.

Specifications are available from COMASP, Av. Paulista 1938, 8th Floor, Sao Paulo. Brazil. International Development Bank and Swedish financing. bidders from International Monetary Fund, IDB countries and Switzerland will be accepted.

## Tanzania to buy drugs, medical supplies, hospital equipment, related items

### List of requirements available from Department of Commerce

The Ministry of Health and Social Insurance of the United Republic of Tanzania, Zanzibar, is interested in purchasing large quantities of health and health-related products for fiscal year 1970 requirements.

The requirements range from hospital beds and empty tin and plastic containers for tablets to substantial quantities of laboratory supplies, including test tubes, beakers, pipettes, filters, other related items; bandages, gauze, catgut, dressing scissors, other similar items; surgical instruments, syringes, hypodermic and suture needles; x-ray machine complete with accessories and related supplies; reagents for chemical analyses; and over 300 types of drugs, pharmaceuticals and medicinal chemicals. The requirements encompass almost 600 items in all.

Although no bid deadline has been set, all interested companies are urged to supply prompt bids to the United Republic of Tanzania's Ministry of Health and Social Affairs, Zanzibar.

Copies of Tanzania's list of requirements are available from the Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3394). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102—(Telephone: 415-556-5868).

## Libya calls for bids on construction project

The Central Tenders Board of Libya invites international companies and local firms registered with the Ministry of Public Works under Class A to participate in tendering on construction work on Benghazi Hall (City Hall).

Conditions and specifications on this project (International Tender 1167) are obtainable from the Public Works Department in Benghazi or Tripoli for a fee of one hundred Libyan pounds. This fee cannot be withdrawn within a month before the opening of the tenders.

Each tender should be accompanied by a preliminary guarantee of fifty thousand Libyan pounds paid in one of the usual ways requested by the board. In case of a letter of guarantee, the taxation stamp should be paid and the letter should be valid for six months. Tenders which are not accompanied by a preliminary guarantee will not be considered.

The tenders should be forwarded to the Secretary of the Central Tenders Board, Sciara Sciatt, Ministry of Finance, Tripoli, Libya, not later than 10 a.m., Nov. 10.

# World Trade Opportunities Continued through page 35

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual.

U.S. firms should also be aware that the listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the *Department of Commerce Export Control Regulations* or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

NOTE: The SIC Manual is available for $4.50 per copy and the Export Control Regulations are priced at $12 for the year. Both publications may be ordered from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any of the 42 Department of Commerce Field Offices throughout the United States.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.*

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

## Sales Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.*

### 001 Field crop farms

**01137—GERMANY**—Clover seeds; grass seeds; seeds for fodder purposes; vegetable seeds; flower seeds; bird seed (sorghum, millet, hemp); blue poppy and caraway seeds used for flavoring. Requests price quotations c.i.f. Bremen. Kruse & Co., Import von Saaten (importer), Postfach 5228, 48 Bielefeld. WTD 7/69.

**01190—NETHERLANDS**—Oil seeds for crushing, extraction purposes. Wishes to act as agent for shippers of these products, or purchase as principal under contract. Sales territory Europe. Direct purchase and agency. Mr. H. G. Duerloo, Handel en Financierings Maatschappij "Gooddeal" N.V. (distributor, agent, transit trader), 3 William Boothlaan, or P.O. Box 716, Rotterdam. WTD 7/69.

### 203 Canning, preserving foods

**20332—CANADA**—Canned, packaged food products. Ritemans Ltd. (importer, distributor), 179 Duckworth St., St. John's, Newfoundland. WTD in preparation.

### 204 Grain mill products

**20411—ETHIOPIA**—Wheat flour, white, shipped in retail packages of two and five lbs. Price quotations c.i.f. Ethiopian ports requested. Ethioital Trading Co. Ltd. (importer, distributor, retailer), P.O. Box 3362, Addis Ababa. WTD 7/69.

**20422—NETHERLANDS**—Cattle fodder for composition of mixed feeds. Wishes to act as agent for shippers of these products, or purchase as principal under contract. Sales territory Europe. Direct purchase and agency. Mr. H. G. Deurloo, Handel en Financierings Maatschappij "Gooddeal" N.V. (distributor, agent, transit trader), 3 William Boothlaan, or P.O. Box 716, Rotterdam. WTD 7/69.

**20430 — ETHIOPIA** — Cereals, breakfast food, ready to serve. Price quotations c.i.f. Ethiopian ports requested. Ethioital Trading Co. Ltd. (importer, distributor, retailer), P.O. Box 3362, Addis Ababa. WTD 7/69.

### 209 Food preparations

**20941 — NETHERLANDS** — Tallows for manufacture of soap. Wishes to act as agent for shippers of these products, or purchase as principal under contract. Sales territory Europe. Direct purchase and agency. Mr. H. G. Deurloo, Handel en Financierings Maatschappij "Gooddeal" N.V. (distributor, agent, transit trader), 3 William Boothlaan, or P.O. Box 716, Rotterdam. WTD 7/69.

**20961—NETHERLANDS**—Liquid oils for manufacture of salad oil. Wishes to act as agent for shippers of these products, or purchase as principal under contract. Sales territory Europe. Mr. H. G. Deurloo, Handel en Financierings Maatschappij "Gooddeal" N.V. (distributor, agent, transit trader), 3 William Boothlaan, or P.O. Box 716, Rotterdam. WTD 7/69.

**20962—NETHERLANDS**—Liquid oils for manufacture of margerine. Wishes to act as agent for shippers of these products, or purchase as principal under contract. Sales territory Europe. Direct purchase and agency. Mr. H. G. Deurloo, Handel en Financierings Maatschappij "Gooddeal" N.V. (distributor, agent, transit trader), 3 William Boothlaan, or P.O. Box 716, Rotterdam. WTD 7/69.

**20999—ETHIOPIA**—Unpopped popcorn, in consumer packages. Price quotations c.i.f. Ethiopian ports requested. Ethioital Trading Co. Ltd. (importer, distributor, retailer), P.O. Box 3362, Addis Ababa. WTD 7/69.

### 221 Broad woven fabric mills, cotton

**22100 — FRANCE** — Hospital waterproof sheetings in rolls, bleached cotton, ranging in width from 39.3 to 43.3 in.; hospital waterproof cotton drawsheets, ready for use, good quality, ranging in length from 5' 3" to 5' 11", approximately. Requests replies in French. Societe Toulousaine des Caoutchoucs & Plastiques (dealer), 16 Boulevard de Geneve; 31-Toulouse, Haute-Garonne. WTD in preparation.

**22110—BELGIUM**—Blankets, bed, including baby blankets. Direct purchase and/or agency. SERVIA S.P.R.L. (importer, distributor), 306 Ave. de la Couronne, Brussels. WTD 2/69.

**22111—NIGERIA**—Cotton/polyester (35/65) yarn dyed (dark colors); job lots only, minimum of 1,000 lbs. per color. Matzen & Timm (Nigeria) Ltd. (importer, distributor, agent), 50 Burma Rd., P.O. Box 333, Apapa, Lagos. WTD in preparation.

**22117—NETHERLANDS**—Ribcord (cordu-

roy) clothing industry; bulk purchase; competitive price essential; various colors, various thicknesses desired; width must be 90 centimeters; forward samples with price indication. Direct purchase and agency. Mr. P. W. M. Janssen, export manager, Industrie- & Handelmaatschappij "Trading House Holland" N.V. (importer, distributor, agent, exporter), 22a Kardinaal Vaughanstraat, or P.O. Box 98, Tilburg. WTD 7/69.

**22117—THAILAND**—Denim for jeans in 50 yd. rolls. Requests catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Kwanthong Import Export Ltd., Partnership (importer, distributor), 203 Aniakeng Lane, Sampheng St., P.O. Box 1245, Bangkok. WTD in preparation.

### 222 Broad woven fabric mills, manmade fiber, silk

**22219—NETHERLANDS**—Bulk purchase of manmade furs; all kinds, such as imitations of persian lamb, astrakhan, mink, etc. Competitive price essential. Forward samples with price indication. Direct purchase and agency. Mr. P. W. M. Janssen, export manager, Industrie- & Handelmaatschappij "Trading House Holland" N.V. (importer, distributor, agent, exporter), 22a Kardinaal Vaughanstraat, or P.O. Box 98, Tilburg. WTD 7/69.

### 225 Knitting mills, products

**22523 — BELGIUM** — Infants hosiery, all types. Direct purchase and/or agency. SERVIA S.P.R.L. (importer, distributor), 306 Ave. de la Couronne, Brussels. WTD 2/69.

### 227 Floor covering mills, products

**22710—CANADA**—Woven carpeting. Riteman's Ltd. (importer, distributor), 179 Duckworth St., St. John's, Newfoundland. WTD in preparation.

**22790—GERMANY**—Synthetic textile flooring material of three and four meters width, to be used for production of tufted carpets (tuft to be inserted into pre-existing base by German firm). Zoeppritz AG. Wolldeckenfabrik (importer, manufacturer), P.O. Box 12, 792 Heidenheim-Mergelstetten. WTD 5/69.

### 231 Men's, youths', boys' suits, coats, overcoats

**23111—CANADA**—Men's clothing. Riteman's Ltd. (importer, distributor), 179 Duckworth St., St. John's, Newfoundland. WTD in preparation.

### 233 Women's, misses', juniors' outerwear

**23351—CANADA**—Ladies' clothing. Riteman's Ltd. (importer, distributor), 179 Duckworth St., St. John's, Newfoundland. WTD in preparation.

### 243 Millwork, veneer, plywood, prefabricated structural wood products

**24331—SPAIN**—Building parts, wood; sections, panels. AYPRESA—Aislamientos y Prefabricados, S.A. (importer, distributor), Buen Suceso No. 17, Madrid (8). WTD 7/69.

### 251 Household furniture

**25144—BELGIUM**—Baby play pens, metal. Direct purchase and/or agency. SERVIA S.P.R.L. (importer, distributor), 306 Ave. de la Couronne, Brussels. WTD 2/69.

### 261 Pulp mills

**26112—GERMANY**—Wood pulp, for papermakers and/or use by chemical industries, bleached and unbleached, in lots of 500 to 1,000 tons; wood pulp screenings, off-quality or damaged, for use by chemical industries, in lots of 50 to 100 tons; cotton linters, first and second cut, bleached and unbleached, for use by papermakers and/or chemical industries; lots of about 100 tons each. Quotations c.i.f. North Atlantic port preferred. Direct purchase and/or agency. Wilfried Zietek (importer, agent), Am Dom 6, 28 Bremen 1. WTD 10/68.

### 262 Paper mills

**26210 — GERMANY** — Various printing papers: newsprint; groundwood paper, uncoated; paper-machine coated paper; book paper, uncoated; etc. Direct purchase and agency. Correspondence requested in German. Hans Mohrhagen KG (importer, distributor, agent), Rosenbergplatz 2, 7 Stuttgart-W. WTD 7/68.

### The new look

Exporters will note that the World Trade Opportunities Section has taken on a "new look."

Opportunities are now listed under a five-digit SIC classification number immediately under the previous three-digit number. Purpose: to make it easier to pinpoint specific commodities.

The five-digit SIC classification system is used extensively by the Bureau of Census, Dun and Bradstreet, trade associations and many state and local agencies, and is thus familiar to most American businesses.

### 263 Paperboard mills, products

**26311—FRANCE**—Liner, fluting. Societe F. Beghin, Groupe de Kaysersberg (distributor, manufacturer), 68 Kaysersberg. Concerne: Achats de Matieres Premieres/Service des Achats. WTD in preparation.

**26315—GERMANY**—Paperboard, including cardboard. Direct purchase and agency. Correspondence requested in German. Hans Mohrhagen KG (importer, distributor, agent), 2 Rosenbergplatz, 7 Stuttgart-W. WTD 7/68.

### 272 Periodicals: publishing, publishing & printing

**27215 — GERMANY** — Periodicals, popular magazines. Distropa Buchvertrieb GmbH (importer, distributor, agent), 6 Frankfurt/Main 90, Schloss Str. 13-15. WTD 7/69.

### 273 Books

**27315—GERMANY**—Pocket books. Distropa Buchvertrieb GmbH (importer, distributor, agent). 6 Frankfurt/Main 90, Schloss Str. 13-15. WTD 7/69.

### 281 Industrial chemicals

**28199—GERMANY**—Pure bismuth in bars for use in welding. C.i.f. European ports. Wilhelm Paff Stannol-Loetmittelfabrik (importer, exporter), 3 Oskarstr., 56 Wuppertal-Barmen. WTD 7/69.

### 282 Synthetic materials

●**28200—BURMA**—Bids are requested by the Manager, Industrial Raw Materials, Import Div., Myanma Export Import Corp., No. 577, Merchant St., Rangoon, Burma by 4 p.m. on Aug. 22, for 800 long tons of film grade low density polyethylene. Melt Index 4 to 5; density 0.920 to 0.922. Delivery from November 1969 to May 1970. Tender No. MEIC/18/T-59/69-70. Chemicals Division, BDSA-665, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3529). Copies are also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-566-5868).

### 283 Drugs

**28340—GERMANY**—All kinds of pharmaceutical preparations for human use. Leo-Werke GmbH (importer, distributor, manufacturer), Postfach 119183, 6000 Frankfurt/M. 1, Chlorodont St., 6053 Obertshausen. WTD 6/69.

### 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**28424 — GERMANY** — Automobile body polish, cleaners. C.i.f. European ports. Elta Vertriebs GmbH Tatje & Co. KG. (importer, agent, exporter), 1 Walterstr., 492 Lemgo/Lippe. WTD 7/69.

**28440—GERMANY**—All kinds of perfumes, cosmetics, other toilet preparations, excluding hair preparations. Leo-Werke GmbH (importer, distributor, manufacturer), Postfach 119183, 6 Frankfurt/M. 1, Chlorodont St., 6053 Obertshausen. WTD 6/69.

**28442—SWITZERLAND**—Perfumes, toilet waters, colognes, similar products. Direct purchase and agency. Emil Gachnang AG, Attn: Mr. Haeller (distributor, exporter), Binzstrasse 39, 8045 Zurich. WTD 7/69.

**28445—SWITZERLAND**—Cosmetic preparations for human use such as creams, cleansing, foundation and lubricating preparations; waters, oils, similar products; lipsticks, eye shadow. Direct purchase and agency. Emil Gachnang AG, Attn: Mr. Haeller (distributor, exporter), Binzstrasse 39, 8045 Zurich. WTD 7/69.

### 291 Petroleum refining

●**29100—BURMA**—Furnace Oil, 67,000 long tons (plus or minus 10% to be supplied in monthly shipments of 7,500 long tons each from October 1969 through September 1970. Tender No. YAUNG/HPYANT/F.O/69-70. Bid deadline Aug. 31. Marketing Manager, People's Oil Industry, P.O. Box 1049, 622 Merchant St., Rangoon. Petroleum and Coal Division. BDSA-673, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-2355). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

Crude petroleum, 95,000 long tons (plus or minus 10 percent) to be supplied in monthly shipments of 10,500 long tons each from October 1969 through August 1970. Tender No. YAUNG/HPYANT/CRUDE/69-70. Bid deadline Aug. 15. Marketing Manager, People's Oil Industry, P.O. Box 1049, 622 Merchant St., Rangoon. Petroleum and Coal Division, BSDA, 673, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-2355). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

## 301 Tires, tubes

●**30100—BURMA**—Innertubes and tires, various sizes and quantities of different types, Tender No. MEIC/12-T(1)69-70, Bid deadline Sept. 5. Manager, Vehicle and Spares, Import Div., Myanma Export Import Corp., 557 Merchant St., Rangoon, Burma.★ (Telephone: 202-967-3381). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Avenue, San Francisco, Calif. 94102..★ (Telephone: 415-556-5868).

## 306 Fabricated rubber products

**30600 — FRANCE** — Surgeons' gloves, all latex, in boxes, each containing 25 pairs. Requests replies in French. Societe Toulousaine des Caoutchoucs & Plastiques (dealer), 16 Boulevard de Geneve; 31- Toulouse, Haute-Garonne. WTD in preparation.

**30693—THAILAND**—Sponge rubber sheets for making brassieres. Requests catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Kwanthong Import Export Ltd., Partnership (importer, distributor), 203 Aniakeng Lane, Sampeng St., P.O. Box 1245, Bangkok. WTD in preparation.

## 307 Plastic products

**30791—SPAIN**—Plastic for furniture upholstering; plastic materials to manufacture shoes. Fiocentra, S.A. (importer, distributor), Villanueva, 16, Madrid (1). WTD 6/69.

## 327 Concrete, gypsum, plaster products

**32722—SINGAPORE**—Fountain equipment of varying types with both changing water, lighting patterns. Sime Darby Singapore Ltd., refrigeration & Airconditioning Div. (importer, distributor, agent), Crosby House, 71 Robinson Rd., Singapore 1, P.O. Box 595. WTD 6/69.

## 331 Steel mill products

**33120—KOREA**—Silicon steel sheets for manufacture of power distribution transformers, cores for electric fan motors. Direct purchase and agency. Han Jin Corp. (importer, distributor, agent), I.P.O. Box 3354, Seoul. WTD 7/69.

**33131 — TURKEY** — One hundred fifty metric tons ferromanganese. Requests f.o.b. quotations, including 3% commission and insurance, freight rates to Istanbul. Viktor Bali (importer, agent). Persembe Pazar 40, Karakoy, Istanbul. WTD in preparation.

**33133—TURKEY**—Four hundred tons of ferrosilicon. Requests f.o.b. quotations, including 3% commission and insurance, freight rates to Istanbul. Viktor Bali (importer, distributor, agent), Persembe Pazar 40, Karakoy, Istanbul. WTD in preparation.

**33134 — TURKEY** — Ferrophosphorus. Requests f.o.b. quotations, including 3% commission, and insurance, freight rates to Istanbul. Viktor Bali (importer, distributor, agent), Persembe Pazar 40, Karakoy, Istanbul. WTD in preparation.

## 335 Rolling, drawing, extruding of nonferrous metals

●**33500—IRAN**—Supply of 45,000 meters, various, Protodure underground telephone cable Tender No. 815 & 816/48 (Renewed). Bid deadline Sept. 24. Contact Iranian Economic Mission, 2233 Wisconsin Ave., NW., Washington, D.C. 20007.

**33527—TURKEY**—Two thousand metric tons of aluminum ingots. Requests f.o.b. quotations, including 3% commission and insurance, freight rates to Istanbul. Viktor Bali (importer, agent), Persembe Pazar 40, Karakoy, Istanbul. WTD in preparation.

**33560—TURKEY**—Monel nickel pellets. Requests f.o.b. quotations, including 3% commission and insurance, freight rates to Istanbul. Viktor Bali (importer, distributor, agent), Persembe Pazar 40, Karakoy, Istanbul. WTD in preparation.

## 339 Primary metal industries

**33920 — GERMANY** — Nonferrous semis-sheets, tapes, rods and profiles. C.i.f. European ports. ARF Vertrieb von Walzwerkserzeugnissen GmbH (importer, agent, exporter), Postfach 23, 5 Koeln-Weidenpesch. WTD 7/69.

## 344 Fabricated structural metal products

**34490—SPAIN**—Panels, parts or sections for prefabricated metal structures; other light building materials for prefabricated buildings. Aislamientos y Prefabricados, S.A. (AYPRESA) (importer, distributor), Buen Suceso No. 17, Madrid (8). WTD 7/69.

## 345 Screw machine products

**34521—AUSTRALIA**—Industrial fasteners, specifically pop rivets, specialized locking bolts, locking nuts, other new and specialized fasteners used in metalworking establishments. Westeels Industries Ltd. (importer, distributor, manufacturer), 31-33 Parramatta Rd., P.O. Box 14, Lidcombe, N.S.W., 2141. WTD 1/68.

## 349 Fabricated metal products

**34941—AUSTRALIA**—Pneumatic valves, midget to large industrial, specifically ⅛ in. BSP to 1 in. BSP. Westeels Industries Ltd. (importer, distributor, manufacturer). 31-33 Parramatta Rd., P.O. Box 14, Lidcombe, N.S.W., 2141. WTD 11/68.

## 351 Engines, turbines

**35197 — SOUTH AFRICA** — Stationary diesel engines in range of sizes from zero to 50 hp; as above, 50 hp and over. Desires to make long term arrangements for purchase, assembly, or manufacture under license. Hubert Davies & Co. Ltd. (distributor, manufacturer), No. 1 Main St., P.O. Box 1386, Johannesburg. WTD 10/68.

## 352 Farm machinery

**35228—JORDAN**—One machine for sorting, grading, cleaning oranges. Machine should have capacity of processing 200 tons per 8-hr. period; be movable on wheels; have cleaning mechanism of dry brush type. Requests complete catalogs, literature, C&F prices via Beirut, Lebanon; and via Aqaba, Jordan. Airmail replies requested. Hayek Engineering & Contracting Co. (importer, distributor), Mr. Osama Hayek, P.O. Box 50, Amman. WTD in preparation.

## 354 Metalworking machinery

●**35400—IRAN**—20,000 wooden sleepers piercing drills, manual and mechanical. Tender No. 402 & 403/48, bid deadline Sept. 9. Iranian State Railway, Tehran.★ (Telephone: 202-967-5652). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Office Building, 450 Golden Gate Ave., San Francisco, Calif. 94102,★ (Telephone: 415-556-5868).

●**35400—SOUTH AFRICA**—Continuous strip annealing line with associated equipment. Bid deadline Nov. 3. The Head, Capital Buying, South African Iron & Steel Industrial Corp., Ltd., P.O. Box 450, Pretoria. Inquiry document may be obtained from the above address on deposit of R100 ($1.40).

**35418—TAIWAN**—Automatic machine for manufacturing semi-tubular, tapered hole and straight hole rivets; with monthly production capacity of 20 million units. Copy of specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce, Washington, D.C. 20230. Yung Tai Fong Industrial Co., Inc. (importer, exporter), 42-1 Hwai Ning St., Taipei. WTD in preparation.

**35482 — AUSTRALIA** — Pneumatic, other power-driven hand tools, specifically grinders, guns, hammers (portable electric and pneumatic chipping, riveting, calking), saws, screwdrivers, related equipment. Westeels Industries Ltd. (importer, distributor, manufacturer), 31-33 Parramatta Rd., P.O. Box 14, Lidcombe, N.S.W., 2141. WTD 11/68.

**35484—KOREA**—Automotive maintenance equipment such as motor analyzers, wheel balancers, spark plug cleaners, wheel spinners, frame straighteners. Direct purchase and agency. Dong Poong Sa Ltd. (importer, distributor, agent), I.P.O. Box 3388, Seoul. WTD 7/69.

## 355 Special industry machinery

**35511—URUGUAY**—One milk pasteurizing plant; initial capacity: 20,000 liters/day; potential capacity: 50,000 liters/day. Bottling or packing capacity: 15,000 to 20,000 liters/day with stock refrigerating rooms: for bottled or packed milk at 5° Centigrades; for butter at or under 0° Centigrades; with ammonia compressors. Butter factory, with capacity for processing 5,000 to 10,000 lts./day of milk; cheese factory, with capacity for processing 5,000 liters of milk daily; powdered milk factory, with capacity for processing 4,000 liters of milk per hour; milk jam factory; with capacity for processing 5,000 liters of milk daily. Cooperativa Agropecuaria de Tacuarembo Ltda. (distributor, retailer, cooperative), 25 de Agosto 166, Tacuarembo, Depto. de Tacuarembo. WTD in preparation.

**35531—SINGAPORE**—Machine for making hardboard, thickness 1/16", 3/16"; softboard, thickness ½". Machine must have production capacity of 250 M.T. per 24 hrs. Mr. Tan Eng Sing, managing dir., Paper Products (M) Ltd. (manufacturer), 394 Kim Chuan Rd., Singapore 19. WTD in preparation.

**35540—TURKEY**—Paper making and paper wrapping machinery. Specifications available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Department of Commerce,

Washington, D.C. 20230. BIRKAS-Birlik Kagit Sanayii ve Ticaret Anonim Sirketi (manufacturer), Manifaturacilar Carsisi No. 3504, Unkapan, Istanbul. WTD in preparation.

**35593—URUGUAY**—Extruder for polyethylene blown film, and finishing machines for manufacture of industrial and commercial polyethylene bags (cutting, welding and printing machines). Mr. Elias Sternin (distributor, manufacturer), Carace 515, suite 301, Montevideo. WTD in preparation.

**35595—HONG KONG**—Fully automatic vacuum flask making machinery, with monthly production rate of 200,000 units. Kau Fung Glass Factory, Ltd. (distributor, manufacturer, exporter), 7 Upper Hoi Pa St., Tsuen Wan, N.T. WTD in preparation.

**35595—JAPAN**—Concrete pipemaking machine. Sakurai Kenzai Sangyo K.K. (importer, distributor, manufacturer), 9-5 Miyuki-cho, Shizuoka. WTD 7/69.

**35595—NICARAGUA**—Machinery for manufacture of blackboard chalk with production capacity of 1000 boxes (100 pieces of chalk each) per day. Noel Robelo Balladares, Sucrs. (distributor, manufacturer), Apartado Postal 24, Leon. WTD in preparation.

## 356 General industrial equipment

**35641—AUSTRALIA**—Blowers: industrial, exhaust and ventilating fans, parts, particularly low pressure blowers, 4-7 lbs. per sq. in., 20-1,000 cu. ft. of air per minute. H. P. Gregory & Co. Ltd. (importer, distributor, manufacturer), 96 Belmore Road North, P.O. Box 130, Riverwood, Sydney, N.S.W., 2210. WTD 2/69.

## 358 Service industry machines

**35811—GERMANY**—Any type of coin operated automatic vending machines. ABA-System Allgemeine Badische Automatenfabrik (importer, manufacturer), 22 Rauentalerstrasse, 755 Rastatt, Baden. WTD 6/69.

**35851—AFGHANISTAN**—House and office coolers, electric. Sahibzada Trading House (importer, distributor, retailer), Mohammed Jan Khan Wat, Kabul. WTD 7/69.

**35853—IVORY COAST**—Self-refrigerating shipping containers, knocked down. Correspondence requested in French. Transafric (importer, agent), Monsieur Pierre Y. Brochand, Boite Postale 21172, Abidjan. WTD in preparation.

**35857—GERMANY**—Automobile air conditioners, ventilators. C.i.f. European ports. Elta Vertriebs GmbH Tatje & Co. KG. (importer, agent, exporter), 1 Walterstr., 492 Lemgo/Lippe. WTD 7/69.

**35892—JORDAN**—Floor waxing, polishing machines, commercial type; floor scrubbing machines, commercial type for 220 V 50 cycle A.C. electric current; car wash system, automatic, using 380 V 3-phase or 220 V single phase 50 cycle A.C. Requests via airmail catalogs, literature, C&F prices Aqaba, Jordan and Beirut, Lebanon. Arab Cleaning & Contracting Co. (Interclean) (cleaning contractor), P.O. Box 2480, Jabal Amman, Amman. WTD in preparation.

## 359 Machinery

**35990—AUSTRALIA**—Pneumatic cylinders, midget to large industrial, specifically ¾ in. up to one ft. Westeels Industries Ltd. (importer, distributor, manufacturer), 31-33 Parramatta Rd., P.O. Box 14, Lidcombe, N.S.W. 2141. WTD 11/68.

## 361 Electric transmission, distribution equipment

**36112—AUSTRALIA**—Electric measuring instruments and test equipment, specifically telecommunications equipment, digital instrumentation, data communications equipment. Racal Electronics Pty. Ltd. (importer, distributor, manufacturer), 47 Talavera Rd., North Ryde, Sydney, N.S.W. 2113. WTD 5/69.

**36113—AUSTRALIA**—Electric measuring instruments and test equipment, specifically telecommunications equipment, digital instrumentation, data communications equipment. Racal Electronics Pty. Ltd. (importer, distributor, manufacturer), 47 Talavera Rd., North Ryde, Sydney, N.S.W. 2113. WTD 5/69.

**36132—FRANCE**—Miniature circuit breakers up to 100 amperes. Fabrique d'Appareillage Electrique du Groupe de la Compagnie Generale d'Electricite (manufacturer), Ave. de Romans, P.O. Box 100, 38 St. Marcellin. WTD 7/69.

## 362 Electrical industrial apparatus

●**36200—SINGAPORE**—Supply 22/6.6 kv

# U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilities in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.

**ALBUQUERQUE, N. MEX.**, 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

**ANCHORAGE, ALASKA**, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

**ATLANTA, GA.**, 30303, 4th Floor, Home Federal Bldg., 75 Forsyth St. NW. Area Code 404 Tel. 526-6000.

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**BOSTON, MASS.**, 02203, Room 510, John Fitz-Gerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

**BUFFALO, N.Y.**, 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

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**DENVER, COLO.**, 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

**DES MOINES, IOWA**, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

**DETROIT, MICH.**, 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

**GREENSBORO, N.C.**, 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

**HARTFORD, CONN.**, 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530.

**HONOLULU, HAWAII**, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

**HOUSTON, TEX.**, 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

**JACKSONVILLE, FLA.**, 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

**KANSAS CITY, MO.**, 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

**LOS ANGELES, CALIF.**, 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

**MEMPHIS, TENN.**, 38103, Room 710, 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

**MIAMI, FLA.**, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

**MILWAUKEE, WIS.**, 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

**MINNEAPOLIS, MINN.**, 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2133.

**NEW ORLEANS, LA.**, 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

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**PHILADELPHIA, PA.**, 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

**PHOENIX, ARIZ.**, 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

**PITTSBURGH, PA.**, 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

**PORTLAND, ORE.**, 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

**RENO, NEV.**, 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

**RICHMOND, VA.**, 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

**ST. LOUIS, MO.**, 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

**SALT LAKE CITY, UTAH**, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

**SAN FRANCISCO, CALIF.**, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

**SAN JUAN, P.R.**, 00902, Room 100, Post Office Bldg. Phone 723-4640.

**SAVANNAH, GA.**, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

**SEATTLE, WASH.**, 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

dry type transformers. Tender No. PUB. Ref. Item No. 38, bid deadline Sept. 1. Specifications available for approximately $330 from Chief Electrical Engineer, Public Utilities Board, City Hall, Singapore 6. Tender open to member countries of IBRD and Switzerland.

### 363 Household appliances

**36343 — JAPAN** — Non-commercial ladies' electric massage machines; prefers deluxe products for high-income ladies; A.C. 50/60 cycles, 100 volts. S & K Trading Co., Ltd. (importer, distributor), Desco Bldg., 254 Yamashita-cho, Naka-ku, Yokohama. WTD 7/69.

### 364 Electric lighting, wiring, equipment

●**36400—CHILE**—Supply 543 each power circuit breakers, 15 kv., 25 kv., and 69 kv with accessories and spare parts. Specification No. 30-14, bid deadline Sept. 2. ENDESA, calle Santa Rosa #76, piso 15, Seccion Equipo Electrico Santiago, Chile. Correspondence preferred in Spanish, payment under IBRD credit No. 479-CH. Specifications available from the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4241). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

●Supply 15 kilovolts and 23 kilovolts oil circuit reclosures. Spec. No. 30-15, bid deadline Aug. 25. ENDESA, calle Sarita Rosa #76, piso 15, Seccion Equipo Electrico, Santiago, Chile. Correspondence in Spanish preferred, payment under IBRD Credit No. 479-CH. One copy of specifications available for reference only, not for loan, from the Power & Electrical Equipment Division, Room 4124, BDSA, Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-4241. A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

### 369 Electrical machinery, equipment, supplies

**36930 — AUSTRALIA** — Electromedical equipment including general X-ray equipment; X-ray mobile exposure units, particularly condensor discharge units; cardiographs, fluoroscopes; video tape machines. P. Rowe Pty. Ltd. (importer, distributor). Cr. Powell & Young Sts., Waterloo, Sydney, N.S.W., 2017. WTD 5/69.

**36930—BRAZIL**—Special accessories for X-ray apparatus. Casa Lohner S.A. Medico Tecnica (importer, distributor), Av. Rio Branco, 131 sobreloja, Rio de Janeiro GB ZC-21. WTD 6/69.

### 371 Motor vehicles, motor vehicle equipment

**37113—SINGAPORE**—Small urban bus chassis designed for operation under heavy city traffic conditions in tropical climate, suitable for "one man" operation. Specifications: approximate dimensions—overall length 6.500 m.m.; wheel base 3.200 m.m.; width 2.250 m.m.; low floor height 725 m.m.; rear overhang not to exceed 60% of wheel base; capacity approximate—pay load 3,500 kilograms; engine—diesel; speed—maximum about 57 Km/hr.; gradeability—maximum about 36%. Mr. H. M. J. Jensen, managing director, The Singapore Traction Co. (1964) Ltd. (public transport), 50 Mackenzie Rd., Singapore 9. WTD in preparation.

### 373 Ship building, repairing

**37313—SPAIN**—Five to seven surplus C-4 vessels to transport livestock. If not available, firm can utilize surplus auxiliary aircraft carrier which is also suitable, after modifications, for livestock transport. Marasia, S.A. (steamship company), Serrano 6, Madrid (1). WTD 7/69.

### 381 Engineering, laboratory, scientific research instruments

**38112—GERMANY**—Laboratory and scientific instruments, equipment. Johann Georg Bachofer (importer, distributor), Zeilstrasse, 7411 Degerschlacht, Kreis Reutlingen. WTD 6/69.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**38213—AUSTRALIA**—Electric and electronic physical property testing apparatus, specifically fatigue testing machines, hardness testing equipment, physical properties testing and inspection equipment, optical comparators. Westeels Industries Ltd. (importer, distributor, manufacturer), 31-33 Parramatta Rd., P.O. Box 14, Lidcombe, N.S.W., 2141. WTD 11/68.

**38220—AUSTRALIA**—Automatic temperature controls, particularly line voltage thermostats and controls for oil, gas heaters and thermostats (micro) switches, other specialized switching mechanisms. Tecray Controls Co. (Division of B. G. Plummer & Co. Pty. Ltd.) (importer, distributor), 227 Wentworth Ave., Pendle Hill, Sydney, N.S.W. 2145. WTD in preparation.

### 383 Optical instruments, lenses

●**38300—CONGO**—(Kinshasa)—Supply of 250 single lens microscopes with all necessary accessories. Bid deadline Sept. 15. Tender documents in French. Requested by DCMP, Ministry of Health, P.O. Box 1497, Kinshasa 1, Democratic Republic of the Congo. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BSDA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

### 384 Surgical, medical, dental instruments

●**38400—CONGO** (Kinshasa)— Supply of 80 sterilizers including: 20 hot air, electric, 220v; 20 hot air, kerosene; 20 for instruments, on stand, 220v; 20 for instruments, on stand, kerosene. Bid deadline Sept. 11. Tender documents in French. Correspondence preferred in French. Requested by DCMP, Ministry of Health, P.O. Box 1497, Kinshasa 1, Democratic Republic of the Congo. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

**38410—BRAZIL**—Equipment for intensive care treatment. Casa Lohner S.A. Medico Tecnica (importer, distributor, retailer), Av. Rio Branco, 131 sobreloja, Rio de Janeiro GB ZC-21. WTD 6/69.

### 386 Photographic equipment

●**38600—CONGO** (Kinshasa)—Supply of 11,180 boxes of X-ray film in boxes of 25 films each, in six categories of quantity and size (cm); 520 boxes of dental film in two categories of quantity and size (cm); 1,000 boxes of developer solution; 1,000 boxes of fixer solution. Bid deadline September 16. Film should have high fusion point and suitable for tropical climate. Packing must be described in bid and cases for shipment must be double-lined with zinc. Tender documents in French. Correspondence preferred in French. Requested by DCMP, Ministry of Health, P.O. Box 1497, Kinshasa 1, Democratic Republic of the Congo. Terms and specifications available on loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

### 394 Toys, amusement, sporting goods

**39430—BELGIUM**—Baby carriages. Direct purchase and agency. SERVIA S.P.R.L. (importer, distributor), 306 Ave. de la Couronne, Brussels. WTD 2/69.

### 396 Costume jewelry, novelties, buttons, notions

**39641—THAILAND**—Zippers and slide fasteners, aluminum, 15 mm. width for jackets. Requests catalogs, c.i.f. Bangkok prices. Direct purchase and agency. Kwanthong Import Export Ltd., Partnership (importer, distributor), 203 Aniakeng Lane, Sampheng St., P.O. Box 1245, Bangkok. WTD in preparation.

### 399 Manufacturing industries

**39999—AUSTRIA**—Tobacco pipes, smokers utensils, souvenir articles sold by tobacconists, all kinds of materials. Direct purchase and agency. Alfred Wabak, Import-Export (wholesaler, importer, exporter), Goldschlagstrasse 1, A-1150 Vienna. WTD 1/69.

**39999—THAILAND**—Synthetic hair for making wigs. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Thai Wig Manufacturing Ltd., Partnership (exporter), 56/16 Pun Rd., Off Silom, Bangkok 5. WTD 6/69.

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**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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# Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

## 204 Grain mill products

**20422—NETHERLANDS**—Soybean meal, corngluten feed, sugar beet pulp and linseed extraction meal pellets, other raw materials for cattlefeed industry. Commission agency for Netherlands, Belgium, West Germany. Mr. P. de Boer, mgr., Comm. Venn. Spronk's Handelmaatschappij (agent), 56a van Vollenhovenstraat, Rotterdam. WTD 10/68.

## 221 Broad woven fabric mills, cotton

**22117—SOUTH AFRICA**—Dress materials: cotton, plain, printed, finished; approximately 40¢ to $1 per yd. A. S. Walker & Co. (Pty.) Ltd. (agent), 162 Longmarket St., P.O. Box 1787, Cape Town, Cape Province. WTD 1/69.

## 222 Broad woven fabric mills, manmade fiber, silk

**22211—SOUTH AFRICA**—Drapery, upholstery fabrics. A. S. Walker & Co. (Pty.) Ltd. (agent), 162 Longmarket St., P.O. Box 1787, Cape Town, Cape Province. WTD 1/69.

**22218—SOUTH AFRICA**—Dress materials: manmade fiber, plain, printed, finished; approximately 40¢ to $1 per yd. A. S. Walker & Co. (Pty.) Ltd. (agent), 162 Longmarket St., P.O. Box 1787, Cape Town, Cape Province. WTD 1/69.

**22219—NICARAGUA**—Curtains, draperies for auditoriums. Cardenal Lacayo Fiallos, Comercial S.A. (importer, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

## 224 Narrow fabrics, other smallwares mills

**22414—THAILAND**—Nylon and rayon lace, 36″, 44″ and 90″ widths in 50 yard rolls. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. Hang Pho Chai R.O.P. (importer, distributor), 701/4 Soi Sampheng, Bangkok. WTD in preparation.

## 227 Floor covering mills

**22790—SOUTH AFRICA**—Scatter rugs. A. S. Walker & Co. (Pty.) Ltd. (agent), 162 Longmarket St., P.O. Box 1787, Cape Town, Cape Province. WTD 1/69.

## 249 Wood products

**24994—BELGIUM**—Novelties, cork. Servia S.P.R.L. (importer, distributor), 306 Ave. de la Couronne, Brussels. WTD 2/69.

## 254 Partitions, shelving, lockers, office, store fixtures

**25420—NICARAGUA**—Lavatory and bathroom cabinets, floor and wall types, metal. Cardenal Lacayo Fiallos, Comercial S.A. (importer, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

## 264 Converted paper, paperboard products

**26440—HONG KONG**—Wallpapers. Lee Wide Enterprise (importer, distributor, retailer), Rm. 802, Dragon Seed Bldg., 39 Queen's Rd. C. WTD in preparation.

**26495—BELGIUM**—Novelties, games, displays, paper and board products. Servia S.P.R.L. (importer, distributor), 306 Ave. de la Couronne, Brussels. WTD 2/69.

## 266 Building paper, building board mills

**26611—NICARAGUA**—Sound and thermal insulation materials. Cardenal Lacayo Fiallos, Comercial S.A. (importer, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

## 281 Industrial chemicals

**28123 — THAILAND** — Sodium hydroxide. Exclusive agency. Request c.i.f. Bangkok prices. Loxley (Bangkok) Ltd. (importer, distributor, agent), 304 Suapah Rd., Bangkok. WTD 11/68.

**28192—THAILAND**—Calcium hypochloride. Exclusive agency. Request c.i.f. Bangkok prices. Loxley (Bangkok) Ltd. (importer, distributor, agent), 304 Suapah Rd., Bangkok. WTD 11/68.

**28199—THAILAND**—Calcium carbonate. Exclusive agency. Request c.i.f. Bangkok prices. Loxley (Bangkok) Ltd. (importer, distributor, agent), 304 Suapah Rd., Bangkok. WTD 11/68.

## 283 Drugs

**28330—NETHERLANDS**—Medicinal chemicals, all kinds. Dr. H. B. J. van Rijn, mgr., Kernpharm N.V. (importer, distributor, exporter, manufacturer), 19 Deken van Miertstraat, or P.O. Box 26, Veghel. WTD 7/69.

**28340 — NETHERLANDS**—Pharmaceutical preparations, all kinds. Dr. H. B. J. van Rijn, mgr., Kernpharm N.V. (importer, distributor, exporter, manufacturer), 19 Deken van Miertstraat, or P.O. Box 26, Veghel. WTD 7/69.

**28340—PAKISTAN**—Drugs and pharmaceutical preparations including vitamins, nutrients, hematinic preparation for human use. Orient Trading (Pak) Corp. (importer, agent, distributor), 8 New Eskaton Rd., P.O. Box 242, Dacca-2. WTD 7/69.

## 287 Agricultural chemicals

**28790 — PAKISTAN** — Agricultural pesticides, other agricultural chemicals. Orient Trading (Pak) Corp. (importer, distributor, agent), 8 New Eskaton Rd., P.O. Box 242, Dacca-2. WTD 7/69.

## 323 Glass products, made of purchased glass

**32315 — NICARAGUA** — Mirrors; framed, unframed, decorated. Cardenal Lacayo Fiallos, Comercial S.A. (importer, agent, distributor), Apartado Postal 621, Managua. WTD in preparation.

## 329 Abrasive, asbestos, nonmetalic mineral products

**32913—THAILAND**—Abrasive cloth and paper in sheet form. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Viravan Co. Ltd. (importer, distributor, agent), 2207 New Rd., Ban Mai, Bangkok. WTD in preparation.

**32926—HONG KONG**—Asbestos floor tiles. Lee Wide Enterprise (importer, distributor, retailer), Rm. 802, Dragon Seed Bldg., 39 Queen's Rd. C. WTD in preparation.

**32960—HONG KONG**—Acoustical ceiling tiles. Lee Wide Enterprise (importer, distributor, retailer), Rm. 802, Dragon Seed Bldg., 39 Queen's Rd. C. WTD in preparation.

## 342 Cutlery, hand tools, general hardware

**34200—SPAIN**—Handsaws and saw blades; hardware; hand and edge tools. Enrique Schulz Maess (agent), Avenida Carlos III, 51, Pamplona, Navarra. WTD 6/69.

**34231—THAILAND**—Pliers, socket and adjustable wrenches. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Viravan Co. Ltd. (importer, distributor, agent), 2207 New Rd., Ban Mai, Bangkok. WTD in preparation.

**34233—THAILAND**—Claw hammers. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Viravan Co. Ltd. (importer, distributor, agent), 2207 New Rd. Ban Mai, Bangkok. WTD in preparation.

## 344 Fabricated structural metal products

**34400—SPAIN**—Metal doors, sash and trim; fabricated structural steel. Enrique Schulz Maess (agent), Avenida Carlos III, 51, Pamplona, Navarra. WTD 6/69.

**34421—THAILAND**—Electric door operators. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Asian Motors Ltd., Partnership (importer, distributor, agent), 325 Songsawad Rd., Samphantavong, Bangkok. WTD in preparation.

**34441 — NICARAGUA** — Roof, floor and swimming pool drains, accessories, metal. Cardenal Lacayo Fiallos, Comercial S.A. (importer, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

## 345 Screw machine products

**34522—AUSTRALIA**—Solder loaded eyelets (also known as solder through eyelets) for electronics industry. Harper's Agencies (importer, distributor, agent), 7 Iluka St., Black Rock 3193, Victoria. WTD in preparation.

## 346 Metal stampings

**34610—ENGLAND**—Quality products for table/kitchenware use, but excluding cutlery, for sale in hardware departments of large department stores. Bahco Condrup Ltd. (importer, distributor), 23 Goswell Rd., London E.C.1. WTD 6/69.

## 348 Fabricated wire products

**34815—THAILAND**—Aluminum insect wire screening, 18/16 mesh, in rolls three ft. by 100 ft. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Viravan Co. Ltd. (importer, distributor, agent), 2207 New Rd., Ban Mai, Bangkok. WTD in preparation.

## 349 Fabricated metal products

**34943—NICARAGUA**—Plumbing valves, such as backwater, flush and clean out valves. Cardenal Lacayo Fiallos, Comercial S.A. (im-

porter, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

### 353 Construction, materials handling machinery

**35362—BELGIUM**—Cranes, overhead traveling. Guy G. Huygens (importer, agent), 11 Ave. des Mesanges, Brussels. WTD 7/69.

### 354 Metalworking machinery

**35482—THAILAND**—Electric hand drills. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Viravan Co. Ltd. (importer, distributor, agent), 2207 New Rd., Ban Mai, Bangkok. WTD in preparation.

**35485—BELGIUM**—Wire-drawing machines. Guy G. Huygens (importer, agent), 11 Ave. des Mesanges, Brussels. WTD 7/69.

### 356 General industrial machinery

**35611—SWITZERLAND**—Pumps for concentrated acids and lyes for application in chemical industry. Gebr. Diebold AG, Pumps and Machines, Attn: K. Walther (manufacturer, agent), 5400 Baden/AG. WTD in preparation.

**35616—SWITZERLAND**—Motor driven immersed pumps, high and low pressure pumps for clean water. Gebr. Diebold AG, Attn: K. Walther, Pumps and Machines (agent), 5400 Baden/AG. WTD in preparation.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

### 358 Service industry machinery

**35811—NORWAY**—Automatic merchandising machines; coin operated vending machines. Nye Anker Symaskiner A/S (importer, distributor, agent), Olaf Ryes plass 10, Oslo 5. WTD 6/69.

**35851—THAILAND**—Ice making plant, including sea water conversion unit, to supply commercial fishing boats, capacity 10,000-30,000 lbs. per day. Exclusive agency. Requests catalogs, c.i.f. Bangkok prices. U-Sa Supplies (importer, distributor, agent), 465/20 Taksin Rd., Behind Post Office, Thonburi. WTD 11/68.

**35857—THAILAND**—Auto airconditioners. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Asian Motors Ltd., Partnership (importer, distributor, agent), 325 Songsawad Rd., Samphantavong, Bangkok. WTD in preparation.

### 364 Electrical lighting, wiring equipment

**36410—THAILAND**—Fluorescent lamps, cold cathode (bulb only) for illumination, decoration; 20, 40 watts. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Viravan Co. Ltd. (importer, distributor, agent), 2207 New Rd., Ban Mai, Bangkok. WTD in preparation.

**36430—THAILAND**—Fluorescent starters. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Viravan Co. Ltd. (importer, distributor, agent), 2207 New Rd., Ban Mai, Bangkok. WTD in preparation.

**36442—NICARAGUA**—Electric conduit and conduit fittings, such as switch plates, and weatherproof, standard and special purpose wall plates. Cardenal Lacayo Fiallos, Comercial S.A. (importer, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

**36443—NICARAGUA** — Noncurrent-carrying wiring devices and supplies, such as switch and receptacle boxes, outlet boxes, covers, accessories. Cardenal Lacayo Fiallos, Comercial S.A. (importer, distributor, agent), Apartado Postal 621, Managua. WTD in preparation.

### 365 Radio, TV receiving sets

**36514—SINGAPORE**—Hi-fi equipment: amplifiers, speakers, record players, etc.; tape recorders, tapes and audio accessories. Eastern Photo Co. (importer, distributor, agent), 330 North Bridge Rd., Singapore 7. WTD 7/69.

### 366 Communications equipment

**36621—MALAYSIA**—Radio set—HF SSB (10 units) technical specification: frequency range—4 to 16 MHz; channels—synthesizer control—multi (simple frequency setting and mode controls); power supply—(a) internal battery and (b) AC for static operation; power output—20 watts PEP (SSB). Physical specification: manpack; lightweight—not more than 25 lbs.; simple to operate, so that unskilled persons can operate with little training; fully transistorized. Requests brochures, price lists, commission allowable as soon as possible. Sharikat Jaya Raya Berhad (agent), 3rd floor, Bank Bumiputra Bldg., 21 Jalan Melaka, Kuala Lumpur. WTD in preparation.

### 371 Motor vehicles, equipment

**37110—SWITZERLAND**—Snow throwers for use in cities; 12-30 horse power. Adolf Locher AG, Attn: Helg (distributor), Altstatten/SG. WTD in preparation.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**38210—ENGLAND**—Industrial measuring instruments, flowmeters, liquid and gas density meters, turbine flow meters, viscosity meters. Rotameter Manufacturing Co. Ltd. (manufacturer), 330 Purley Way, Croydon, Surrey, CR9 4PG. WTD 6/69.

### 385 Ophthalmic goods

**38510—ENGLAND**—Ophthalmic products. Merx Optical Co. Ltd. (exporter), 45 Hatton Garden, London E.C.1. WTD in preparation.

## Leads for Importers

*Commodities are offered direct unless specified*

### 307 Plastic products

**30700—GUATEMALA**—Thermos, plastic, pitcher-type, for executive desk sets and hospital use. Agencias S. H. Liang (manufacturer, exporter), 6a. Avenida y 15 Calle, Zona 1, Guatemala City. WTD in preparation.

### 314 Footwear, except rubber

**31400—IRAN**—Footwear of all kinds. Bella Shoe Co. (manufacturer), Bella Bldg., Galubandak, P.O. Box 3158, Tehran. WTD 7/69.

### 342 Cutlery, hand tools, general hardware

**34200—ARGENTINA**—Safety door locks, padlocks and automobile steering wheel locks. Seeks importer/distributor. Requests replies in Spanish. Mr. Noel Litvin, managing partner, Trabex S.C.A. (manufacturer), Leiva 4655, Buenos Aires. WTD in preparation.

### 399 Manufacturing industries

**39900—NIGERIA**—Arts, crafts; carvings of Nigerian origin. Seeks commission agents to handle crafts on 90 day consignment basis. Brown Arts & Crafts Co. (exporter), 8 Brown Lane, Ikorodu Road, Yaba, P.O. Box 146, Ebute Metta, Lagos. WTD 8/68.

## Tunisia invites bids for medical equipment

Tunisia requests bids for 383 items in many medical and laboratory categories and in various quantities, including: 19,400 boxes of X-ray film in boxes of 25 films each; 64,900 syringes; 698,500 needles; 49,950 pairs of surgeons' rubber gloves; 410 rubber drainage tubes; 2,385 surgical probes; 60 bistouries with interchangeable blades; 1,450 boxes of 12 blades each; 600 bottle-washers; 15,250 plastic infants' urine collectors, with and without couplings; 40,500 clinical thermometers; 1.4 million rolls of bandages, dressings, gauze, other related products; laboratory glassware and porcelain articles; X-ray developer and fixer solutions; filter papers; and many other items.

The Tender number is 2/1970 and the bid deadline is Sept. 15.

The Tender documents are in French and correspondence is preferred in French. Bids requested by and should be submitted to: Pharmacie Centrale de Tunisie 51, Avenue Charles Nicolle, El-Menzah, Tunis, Tunisia.

Tender terms and specifications are available on loan basis to firms located in the U.S. from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-2939). A copy is also available for review at the Department of Commerce Field Office, 11444 Federal Building, 450 Golden Gate Ave., San Francisco, Calif. 94102.★ (Telephone: 415-556-5868).

## Greece wants transmitters

The Hellenic Telecommunications Organization, has issued Tender No. 6710, for the supply of communications transmitters, with a deadline of Sept. 10, 1969.

Bid should offer 4 MF transmitters for radiotelegraph service and 11 HF transmitters for radio telephone service.

Copies of tender announcement and specifications are available from the Hellenic Telecommunications Organization, Ltd. (OTE), 6 Klissovis Street, Athens, or on a short-term loan basis to firms located in the United States from the Communications-Electronics Division, BDSA-643, Room 4209, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: Code 202-967-4823).

# New Books and Reports

## Statements by Stans issued in booklet

At the request of President Nixon, Secretary of Commerce Maurice H. Stans visited 11 countries in April and May to discuss international trade policies and relations with major trading partners of the United States. While abroad, he addressed American Chambers of Commerce and other trade groups in several countries.

The central theme of his talks throughout his trip was a call to "open table" discussions of all non-tariff barriers that hamper trade between nations. He pointed out that a trade problem which affects one country "must necessarily affect at least one other . . . and the problem of any one most often is the problem of many. . . ."

Texts and excerpts of his principal public statements in April and May—in Brussels, Bonn, Milan, Paris, and Tokyo—dealing with the matters discussed during his conferences abroad are brought together by the U.S. Department of Commerce in a booklet entitled, "United States Trade Policies." A related address, before the Conference on Direct Investment in the Atlantic Area, held in Washington, D.C., also is included.

For a free copy, **write:** Sales and Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230.

***Overseas Business Reports.* U.S. Department of Commerce, Washington, D.C. 1969. $16 per year ($5 additional for overseas mailing), 15 cents per copy.**

**Basic Data on the Economy of Chad. OBR 69-37, 12pp.** The contents of this report include general information on geography and climate, population, employment and government. Also included are data on the economic structure of Chad and its foreign trade.

**Basic Data on the Economy of Poland. OBR 69-39, 23pp.** Information in this report covers structure of the economy, economic sectors, the labor force, finance, domestic and foreign trade. Other topics include general information on geography, population, and government.

**Write:** any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

## INTERNATIONAL MARKETING INFORMATION SERVICE

*This identification symbol, which appears on each of the International Marketing Information Service reports, is also accompanying announcements made in this section.*

*Latest IMIS reports are:*

**Exhibitors Export Market Guides** (*for Trade Center Shows*): *Frankfurt, Germany*—Geophysical Equipment, Dec. 1-5, 1969, IMIS—69-68. 10 cents. *London*—Data Transmission Facilities, Jan. 12-16, 1970, IMIS—69-67. 10 cents.

**Country Market Digests** (*best sales prospects in*): France, IMIS—69-12; Netherlands, IMIS—69-20. 10 cents each.

**World Markets for US. Exports:** Electronic Data Processing Equipment in France, IMIS—69-117. 10 cents.

**IMIS** reports are available from Commerce Field Offices or from Sales & Distribution Branch, Room 2119, Department of Commerce, Washington, D.C. 20230.

***An Arab Common Market: A Study in Inter-Arab Trade Relations, 1920-67.* By Alfred A. Mussey. Published by Frederick A. Praeger, Inc., New York, 1969. 286pp. $15.**

Dr. Mussey discusses inter-Arab trade practices, early customs unions, and the Arab League from 1920 through the mid-1960's. Following this historical study he analyzes the prospects for an Arab Common Market and concludes that such an institution would stimulate the economic growth of the region. However, it is also concluded that a full fledged common market similar to the E.E.C. or L.A.F.T.A. is unlikely in the near future because of strong nationalism within the Arab countries.

The text is substantially annotated, and a useful English compendium of multilateral trade agreements, concession lists, and the Arab Economic Unity Agreement is provided.

**Write:** Frederick A. Praeger, Inc., 111 Fourth Avenue, New York, New York 10003.

***Economic Survey of Denmark.* Published by the OECD. Paris. 1969. 54pp. 80 cents.**

This is the latest title in this series of economic studies for member countries published annually by the OECD. The booklet contains information on: recent trends including the situation in the autumn of 1967, developments in 1968, demand, production and employment, wages, prices and incomes, balance of payments; fiscal and monetary policy and development; prospects; and conclusions.

A statistical annex covers supply and use of resources, gross national product by industrial origin, gross domestic fixed asset formation, consumers' expenditure on goods and services, central government income and expenditure, balance of payments and foreign assets, labor market and production, foreign trade (total and by area), imports and exports (volume, prices and commodity breakdown), prices and wages, money and credit.

**Write:** OECD Publications Office, Suite 1306, 1750 Pennsylvania Ave., Washington, D.C. 20006.

***American Subsidiaries in the Federal Republic of Germany.* Published by Commerce Clearing House, Inc. 1969. 271pp. $25.**

This study was prepared at the request of the American Chamber of Commerce in Germany to determine the importance of U.S. establishments for the German economy. It covers the activities of 78 manufacturing firms including their production, exports, imports, capital investments, influence on the labor market, amount of turnover, production and disposition of profit, long-term capital transactions, influence on foreign trade, importance for the credit and capital markets, exchange of technical and organizational know-how, their personnel and social policies and their influence on the German economic policy.

As a rule, only firms with a stated capital of $250,000 and a U.S. interest of 50% or more were studied of which 22% are pre-war establishments, 52% date from 1950-60, and the balance are more recent arrivals. The publication should be of interest to American firms which have invested or are planning to invest in Germany.

**Write:** Commerce Clearinghouse, Inc., 4025 W. Peterson Ave., Chicago, Ill. 60646.



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# Calendar *for international traders*

**BALTIMORE—Sept. 15**—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

**BOSTON—Sept. 19**—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

**CEDAR RAPIDS, IA.—Aug. 26**—Export Workshop Dinner, Hotel Roosevelt, 6 p.m. Subject: "Expanding your sales in Western Europe," **Martin Stahl, director, Milan Trade Center,** and **Robert J. Morris, economic officer, U.S. Embassy, Paris.** Sponsors: Commerce Des Moines, Ia., Field Office, REEC, Cedar Rapids Chamber of Commerce.

**CHICAGO—Aug. 20**—Chicago Midwest Credit Management Association, Bismarck Hotel.

**DAYTON, O.—Aug. 20**—Dayton World Trade Committee, monthly meeting. Speaker: **Dr. Felix Turel, international trade specialist, Cincinnati Field Office,** "Eye-witness Story—International Trade Show," Phillip Henrici Room, Henrici's Mall Motor Inn. Sponsors: Dayton Area Chamber of Commerce, World Trade Committee.

**DES MOINES, IA.—Aug. 21**—Businessmen's Consultation, **Robert J. Morris, economic officer, U.S. Embassy, Paris.** Sponsor: Commerce Field Office.

**DETROIT—Aug. 26**—Export Seminar, 445 Federal Building, 9:30 a.m. Sponsor: Commerce Field Office.

**HAMBURG, GERMANY—Sept. 29**—FCIB International Round Table Conference on Finance, Credit and Collection Problems (11th in a series), Atlantic Hotel, 9 a.m.

**HONOLULU—Aug. 20**—Export-Import Workshop, Suite 286, Alexander Young Building, 10 a.m. Sponsors: Commerce Field Office, SBA.

**KANSAS CITY—Aug. 14**—Export Documentation Workshop, Federal Office Bldg., 911 Walnut, 2-4 p.m. Sponsors: Commerce Field Office, REEC.

**LOS ANGELES—Sept. 26**—Export Expansion Seminar, 9:30 a.m. Sponsor: Commerce Field Office.

**MADISON, WIS.—Sept. 19**—Governor's Annual Export Expansion Conference, "Export Prospects in South America," Wisconsin Center. Sponsors: Commerce Milwaukee Field Office, Governor Warren P. Knowles, REEC.

**MEMPHIS—Aug. 20**—Mid-South Exporters' Roundtable, Sheraton Motor Inn. Sponsor: Commerce Field Office.

**NASHVILLE—Sept. 9**—First of five sessions of an Export Educational Seminar, Belmont College. Topic: "Introduction to Exporting and Government Services." Sponsors: Memphis Field Office, REEC, Belmont College.

### Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

**Managing Editor,**

**International Commerce**

**BIC-204**

**U.S. Department of Commerce**

**Washington, D.C. 20230.**

**NEW YORK—Aug. 20-21**—Businessmen's Consultation, **Rudy V. Fimbres, petroleum officer, U.S. Embassy, Caracas.** Sponsor: Commerce Field Office.

**NEW YORK—Aug. 26-27**—Businessmen's Consultation, **Ollie B. Ellison, economic-commercial officer, U.S. Consulate, Bremen, Germany.** Sponsor: Commerce Field Office.

**NEW YORK—Sept. 2**—FCIB Round Table Conference on Foreign Finance, Credit, Collection & Exchange Problems. Advertising Club, 23 Park Ave., 1:30 p.m. Chairman: J. W. Welsh, executive vice president, Continental Bank International.

**NEW YORK—Sept. 9-10**—Businessmen's Consultation, **Wilbur Wright, economic-commercial officer, U.S. Embassy, Rome.** Sponsor: Commerce Field Office.

**NEW YORK—Sept. 16**—FCIB Hardware-Automotive & Allied Trades Group Meeting. Advertising Club, 23 Park Ave., 12:30 p.m. Chairman: Irving Heps, export credit manager, American Standard, Inc.

**NEW YORK—Sept. 18**—FCIB Drug, Chemical & Food Export Club, Advertising Club, 23 Park Ave., 12:15 p.m. Chairman: Herman M. Beltzer, director of treasury services, Revlon, Inc., N.Y.

**NEW YORK—Sept. 22-23**—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

**NEW YORK—Sept. 23**—FCIB Publishers Export Credit Group, Advertising Club, 23 Park Ave., 4 p.m.

**PHILADELPHIA—Sept. 17**—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

**PHOENIX—Aug. 21**—Export Workshop, Room 5413, Federal Bldg., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC.

**ST. LOUIS—Sept. 9**—"Show You" Export Workshop, Conference Room, Federal Building, 2 p.m. Sponsors: Commerce Field Office, REEC.

**SAN FRANCISCO—Oct. 13-17**—"The High Technology Firm in International Operations," theme of seminar for engineering and related technology firms operating abroad. Sponsor: University of California, Berkeley.

**SAVANNAH—Sept. 11-12**—Businessmen's Consultation, **Joseph Rand, commercial officer, U.S. Embassy, Vienna.** Sponsor: Commerce Field Office.

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